

THURSDAY JUNE 30 1983

No 61,572

20p

THE TIMES

Tomorrow

A tea up for
the Lord

Friday Page meets
the Salvation Army's
Commissioner Catherine
Bramwell-Booth, who
is 100 this month.

The Times Guide

to the

Tour de France

Spectrum asks if 1983
will see the first
English-speaking winner

The changing face
of Arabia

A three-page
Special Report on the
impact of declining
oil revenue on
construction in
the Arab world.

Early sale for 51% of Telecom

Shares in a privatized British Telecom should be on sale by autumn of next year. Mr Cecil Parkinson, the Secretary of State for Trade and Industry, confirmed yesterday after the latest Telecommunications Bill was published.

Mr Parkinson said the privatized Telecom, with 51 per cent in the public's hands, would remain a single corporation.

Meanwhile British Airways, the nationalized airline also scheduled to be privatized next year, has announced a £7m profit for 1982-83 compared with a £544m loss the year before.

Page 15

Foot gives in on peerages

Mrs Thatcher has forced Mr Michael Foot to accept her ruling that he should nominate 8 or 9 people for peerages in the Dissolution Honours List amid reports that he had requested up to 27 nominations.

Page 2.

FINANCIALTIMES

Hopes of a settlement of the month-long strike at the *Financial Times* grew yesterday after the two sides agreed to the appointment of an independent mediator to chair new negotiations.

Council protest

The police ejected 22 Liberal members from Liverpool City Council after they stopped proceeding, claiming that they had been "gagged" by the Militant-dominated ruling Labour group.

Tottenham doubts, page 2

Njoroge inquiry

President Moi of Kenya suspended his Constitutional Affairs Minister, Mr Charles Njoroge, accused by colleagues of being a "traitor" groomed by foreign powers, and ordered an inquiry.

Pit closure vote

Miners at East Hetton colliery, Co. Durham, have voted 375 to 81 not to appeal against the National Coal Board's decision to stop production at the mine.

Page 15

System fails

China has rejected System X, the British-designed electronic telephone exchange, in favour of a similar model from a Swedish company, which has received an order worth £7.1m.

Page 15

Wimbledon four

Kevin Curren, of South Africa, will meet Chris Lewis of New Zealand, in the men's singles semi-final at Wimbledon. John McEnroe meets Ivan Lendl in the other semi-final.

Page 25

Leader page 13
Letters: On music, from Mr Alfred Brendel; and Mr Richard Livermore; special constables, from Mr A Hammond; divorce reform, from Miss Janice Dicks.

Leading articles: Warsaw Pact; Metropolitan Police Commissioner's report.

Features, pages 10, 12
Labour's nuclear skeletons; cable TV conflict; Ronald Butt draws a moral from a 500-year-old Slainy Spectrum.

Books, page 11
The Churchill books reviewed by Piers Brendon; Anthony Quinton on Colette; Paul Barker on Hattersley; Andrew Gibson and John Ardagh on fiction.

Obituary, page 14
Sir Frederick Leggett, Mr Haydn James.

Special report, pages 8 and 9
Western corridor: Why high technology companies are being drawn to locations along the M4 motorway.

Pym attacks Government over attitude to jobless

By Julian Haviland, Political Editor

Mr Francis Pym, the former Foreign Secretary who was dismissed by the Prime Minister out of hand after the general election, invited her in the Commons yesterday to "use her formidable talents to serve all the people of this country, not only those who could stand on their own two feet".

In his first public word since his sudden dispatch to the back benches he confessed to MPs that his treatment by Mrs Margaret Thatcher was "an acutely hurtful experience", the more so in the light of press speculation which, if not directly inspired, he said was remarkably well-informed.

As the House filled to hear him, he then unfolded a sustained critique of the attitude of the Government, and of the present leadership of the Conservative Party to the feelings of the unemployed and the anxieties of the wider community about the economic outlook and the state of East-West relations.

He drew a comparison with the Falklands conflict, when it had been understood that the sacrifice was not made in vain and that the reward for the sacrifice was victory. The reward for economic sacrifice would be victory of a different sort, of hope over frustration, and the Government's task was to create the means to fulfil that hope.

Mr Pym said the first priority should be an imaginative long-term approach to the problem of unemployment. The Government must set to it "that the country never has to make the choice between being divided but rich or united but poor".

The Government should not become so doctrinaire about "real jobs" that they paid no regard to work that people could usefully do in the meantime. Job-sharing and more flexible retirement were expensive, but it was immensely expensive to have so many young people out of work.

"The need to resolve these problems in a way which unites the country is one message of the election", he added.

The other message, Mr Pym said, was that people were deeply concerned about the arms race.

Parliament, page 4

Panel sold by Spencers is upgraded

By Geraldine Norman

Sale Room Correspondent Sir John Pope-Hennessy, former director of both the Victoria and Albert Museum and the British Museum, has secured an undated painting formerly owned by Lord and Lady Spencer, on behalf of the Metropolitan Museum of New York, where he is now consultant chairman of the department of European paintings.

The panel painting, "The Annunciation", is attributed to Parmigianino (1503-1540), the towering genius of Italian Mannerism and a native of Parma, and as such should be worth about £500,000. It has just been placed on view.

However, it was sold by Lord and Lady Spencer a few years ago to Mr Eugene Thaw of New York and Artemis of London's cousin by marriage, Gerolamo Mazzola Bedoli. Although Bedoli worked closely with his cousin, he is not a great name and the Spencers are unlikely to have received much more than £40,000.

According to Mr Thaw, it was acquired from the same two dealers by the Metropolitan last year as a work by Bedoli and at a "Bedoli price". That may have been about £70,000 or £80,000.

Mr Tim Bathurst of Artemis in London, said yesterday that he did not see it being a Parmigianino. It had been offered first to the National Gallery of Scotland.

Full report, page 3

Woman, 69 wins ban on fluoride

A grandmother from Glasgow, who has no teeth of her own, won a three-year court battle yesterday to stop Strathclyde Regional Council adding fluoride to its water supply.

The £1m action was brought by Mrs Catherine McColl, aged 69, after the council had voted to introduce fluoride in an attempt to combat what was then the worst tooth decay record in Britain.

In his judgement at the Court of Session in Edinburgh Lord Jauncey ruled that it was beyond the council's power to add fluoride to drinking water.

The Law Society said last night that a test case to challenge whether fluoride should be added to English and Welsh water supplies was now possible. Mrs McColl of Caledonian Road, Gorbals, Glasgow, had claimed fluoride was a "horrible poison" and caused cancer and other illnesses. But that evidence was dismissed by Lord Jauncey.

Mrs McColl later described the judgment as a "great victory".

The deputy convenor of the council, Mr Charles Gray, said: "Fluoridation has been turned down on a technicality in Strathclyde, but this can be very easily overcome, if not by an appeal, then by legislation."

The hearing lasted 204 days and was the longest legal action in Scotland.

Full report, page 3

I'm sorry - he
doesn't answer
pol questions
after LUNCH

Today's Germans relish the easy life

From Michael Binyon

Bonn

The quintessentially Germanic virtues of hard work and discipline are fast becoming a myth. An international survey has shown that not only are West Germans among the laziest people in Europe, but they relish the prospect of becoming even lazier.

In reply to the question "Do you always try to give your best at work?", 50 per cent of the Americans asked said yes, compared with only 6 per cent of Germans. West Germany fell behind Sweden, Britain, and

United States and Israel in the proportion who claimed to be fully engaged in their work, doing more than they were asked, compared with the proportion who simply did what was asked without making special effort: 43 to 40 in Germany, 66 to 30 in Britain and 79 to 18 in Israel.

The change in attitude between today's generation and those who brought about the postwar economic miracle is striking. In 1962, 58 per cent of Germans in West Germany fell behind Sweden, Britain, and

only 46 per cent. And whereas in 1962 only every third person positively preferred leisure to work, now every other citizen does.

The survey was carried out by the respected Allensbach opinion poll agency for the American Aspen Institute for Humanistic Studies.

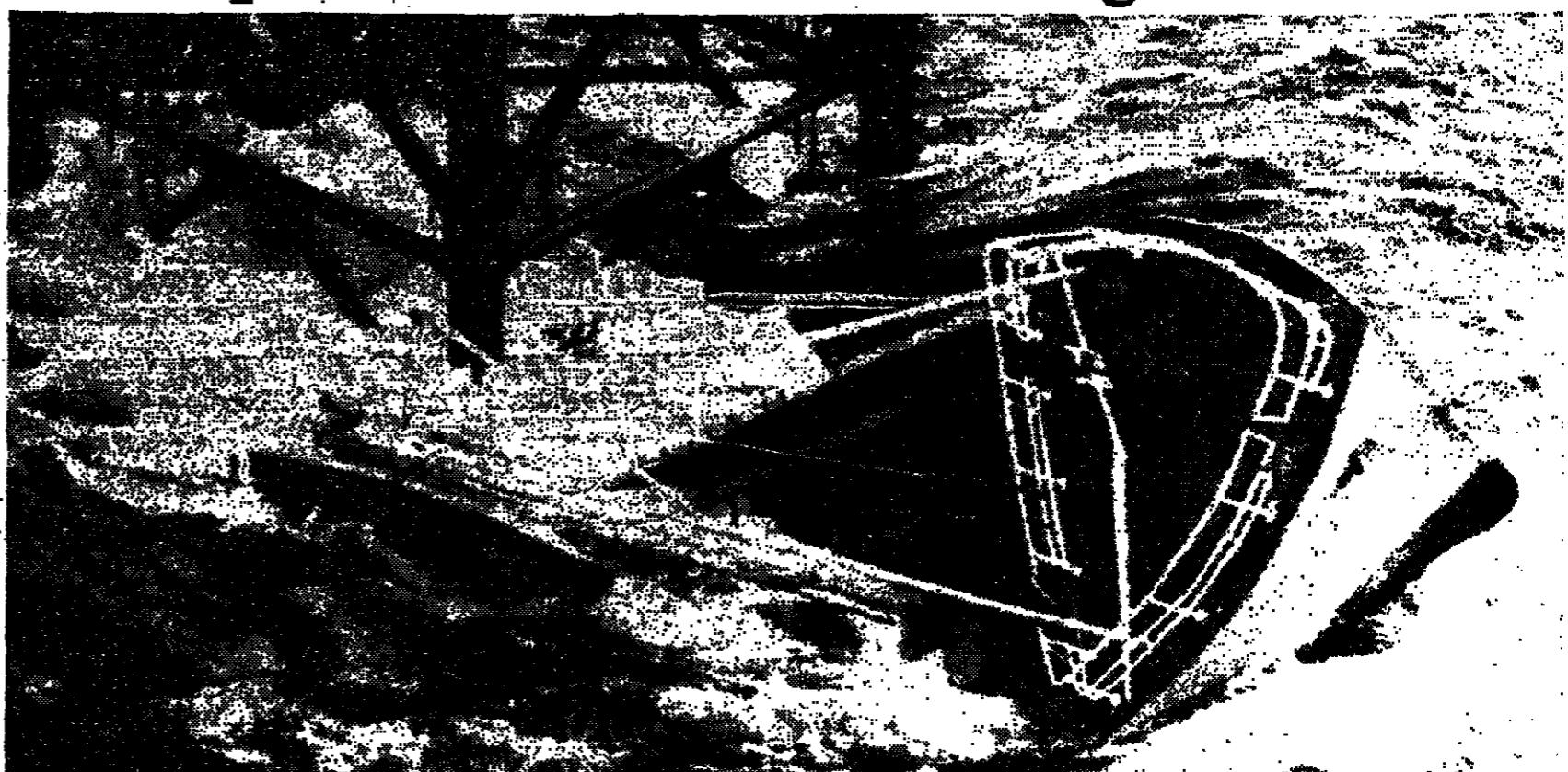
It concluded that today's Germans are markedly less German: they are more interested in being with their families, no longer believe they should produce ever more and work ever harder, maintain that holidays are more important

than the office, and in discovering the *joie de vivre* appear to have lost something of their *Arbeitslust*.

Predictably, the survey has provoked a storm of controversy. Allensbach blamed the mass media for encouraging a negative attitude to work.

It is difficult indeed to find an German at his desk after 2pm on Friday. But if more British than Germans think they put in more than demanded in their jobs, one can only remark that the Germans are most honest in answering survey questions.

Ship's crew saved after oil rig collision



The stricken Spearfish supply vessel from which six men were airlifted to safety, before she was sunk by Royal Navy yesterday.

The day of drama began when the 500-ton ship collided with an exploratory drilling rig in the English Channel, about 20 miles south of the Isle of Wight, and was impaled on one of the rig's legs.

The Spearfish, which had been delivering supplies, was holed and in danger of sinking.

Then as the Navy's Wessex helicopter moved in to rescue the crew, its blades clipped the side of

the rig. The three helicopter crew failed to notice the damage, only realizing how close they had been to disaster when they returned to their base at Lee-on-Solent, in Hampshire.

Sub-Lieutenant Rob Cuthbert, aged 22, the helicopter pilot, said: "We were remarkably lucky. If another few inches had been clipped off the blades it would have been very nasty. We would probably have ditched."

Petty Officer Air Crewman, Loz Coleman, who was injured in the rescue, was lowered to the deck of

the Spearfish. He managed to winch five of the crew to safety, but at first the captain refused to leave.

The diver, aged 35, said: "He was more terrified of the helicopter flight than the prospect of going down with his ship". PO Coleman, was lowered again in an attempt to put a line around the ship but

added: "Spearfish sank below the surface and broke clear from the rig. I went into the bow in an inflatable raft and tried three times to put a line on to the ship. The sea was so heavy that I was crushed between the raft and the ship's

guard rail. At that stage I had to give up."

He suffered bruising and a pulled muscle but said: "It's terrific when a rescue ends successfully like this."

All six from the Spearfish were airlifted on to the rig, Penrod 83, to join the 56-strong crew. Later divers from the Penrod Drilling Corporation were examining the damage to the rig's leg.

The Spearfish was towed away by the frigate HMS Tamar which sank her with gunfire because the wreck was a hazard to navigation.

Police chief attacks political extremists

By Stewart Tendler, Crime Reporter

Far Left activists were accused yesterday by Sir Kenneth Newman, Commissioner of the Metropolitan Police, of trying to destroy public order in certain areas of London by exploiting the "understandable" grievances of the young.

At a press conference to mark his first annual report as commissioner, Sir Kenneth said youths were manipulated into confrontations with police.

There were groups, said Sir Kenneth, "who deliberately try for issues that the police intervention as harassment".

Asked if he thought such groups had been involved in the campaign over the death of Mr Colin Roach, the Commissioner said: "I think there are elements of that." The areas Sir Kenneth has in mind are said to include inner city immigrant areas such as Brixton, Hackney, and Stoke Newington. Issues which Scotland Yard believes have been politically exploited in recent years include the Deptford fire and community-police relations in North Kensington.

Sir Kenneth is said to have spoken out because of frustration.

The commissioner referred to a number of cases some months ago where a policeman was trapped into stopping youths who then began to strip and were photographed so that the officer could be accused of strip searching them in the open street.

Sir Kenneth said: "Policemen and women are human and they make mistakes. However, they should be judged on facts, not on myth and rumour designed to provide the opportunities provided by the activists."

Continued on back page, col 5

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Ministers 'were told of Merseyside riots danger'

By Hugh Clayton, Environment Correspondent

The "Think Tank" sent ministers a warning about the risk of civil disorder on Merseyside a few months before the Toxteth riots of 1981, the Commons Select Committee on the environment claimed yesterday.

It complained that it had not been allowed to see the report from the Think Tank (Central Policy Review Staff), which is to be abolished next month, 12 years after it was set up by Mr Edward Heath.

The select committee said in a report about recent attempts at urban renewal on Merseyside that it understood that a reported had been prepared. Mr Reginald Freeman, chairman of the select committee in the last parliament and Labour MP for Brent, East, said that the report had certainly been written by the Think Tank.

"I indicated the prospect of social violence breaking out if something more effective was not done," he said. The warning is mentioned only in footnotes in the select committee report, but is potentially the most embarrassing item for ministers among the many criticisms from the select committee.

BR tempts company car users

British Rail yesterday answered the growing use of the company car with a package of benefits to tempt the business man back to the train. Under a rail credit card, system called Travel Key regular business travellers will be eligible for:

Free weekends for two in Paris or Amsterdam; free first-class travel at weekends; fifteen per cent off car and private medicine costs; ten per cent off hotel and restaurant services; and five per cent off rail travel excess charges taken.

These benefits are available according to cumulative amount spent on rail travel (the Paris weekend requires £1,400) to either named holders of Travel Key cards (cost up to £12.50) or unnamed cards held by firms (£20).

The proposed £329 transatlantic service of British Atlantic Airways was rejected by the Civil Aviation Authority today.

12 years' jail for contract killing

A contract killer's partner was jailed for 12 years yesterday at Liverpool Crown Court for his part in the killing of two men with a shotgun. Terence Clarke had pleaded not guilty to murdering Kenneth Pritchard and Billy Stringman, two amateur rugby team-mates.

Clarke, aged 28, of Solway Firth, Toxteth, Liverpool, was found guilty of manslaughter. His partner was jailed for life last week.

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Actor fined for knife offence

William Steel, aged 22, an actor of Oliphant Street, North Kensington, was fined £25 after pleading guilty yesterday at Marylebone court to having an offensive weapon late on the eve of the general election.

Police sergeant Peter Hill said Steel dropped the carving knife behind a car when he spotted police in Beethoven Street, North Kensington.

CND float ban

The Campaign for Nuclear Disarmament has been banned from entering a float in the gala day procession at Chichester on July 2 because its display of messages would not be in keeping with what one of the gala organizers called a "fun occasion".

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3'3" x 6'6"	£373.50	£298.50
4'6" x 6'6"	£466.50	£373.00
5'0" x 6'6"	£530.00	£424.00
Pair 3'0" x 6'6" £758.00	£566.00	

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Needle match: Launching the 1983 Arthritis Knit-In at Hammersmith, west London, yesterday to raise money for The Arthritis and Rheumatism Council's research campaign were (from left): Lady Kinloss, Lady Masham of Ilton, Lady Cox, Lady Hornsby-Smith, Lady Lockwood, Mrs Marjorie Obaid, Mrs Anne Hoey, and Mrs Louise McKenzie (Photograph: Brian Harris).

Foot backs down over peerages

By Anthony Bevins, Political Correspondent

Mr Michael Foot, the Labour leader, has been forced to accept the Prime Minister's ruling that he should nominate no more than eight or nine people for peerages in the Dissolution Honours List, due to be issued before Parliament rises for the recess next month.

Labour embarrassment was running high, yesterday over reports that Mr Foot had initially put in a request for as many as 27 nominations, a reflection of the number of Labour worthies who had been forced out of the Commons by the scale of the election defeat, boundary changes or Labour's new reselection procedures, which some MPs were dropped before their local parties.

But there was some Westminster speculation last night that Mrs Thatcher's insistence on following previous precedent, in allowing only single-figure nominations from the Opposition leader, might have provoked further embarrassment for Mr Foot because Sir Harold Wilson has apparently indicated his wish to go to the Lords.

Although Sir Harold is a former Prime Minister, and can therefore expect a peerage, at the very least, Mrs Thatcher might well feel that he should be nominated as part of Mr Foot's list. Mr Foot, however, might feel that Sir Harold's recent record of criticism would not best qualify him for Labour service in the Lords.

The president which Mrs

Sale room

£10 gamble yields £100,440

By Geraldine Norman, Sale Room Correspondent



"Emaciated man" (left) and "lizard man"

Hattersley supports union ballot

By Philip Webster, Political Reporter

Mr Roy Hattersley yesterday followed Mr Peter Shore, one of his rivals in the Labour leadership contest, in calling on the trade unions to ballot their members over their choice of candidate.

"If we have ballots among the membership in the constituencies, and ballots among the trade unions, and if the trade unions and constituencies respect and reflect the decision of those ballots I shall be elected," he said in a radio interview.

"The question is how many ballots there will be and how much the will of ordinary rank and file members is allowed prevail."

Mr Hattersley continued his campaign for union votes yesterday with a speech to a meeting at the Conference of Shipbuilding and Engineering Unions in Llandudno, Gwynedd, in which he said it was from the trade union movement that Labour must gain much of the common sense that would make it credible again.

He advocated direct involvement of the trade unions in the business of government, including investment decisions, plans for regional policy, attitudes towards import controls and judgment on the exchange rate,

Mr Hattersley said in his interview on BBC Radio's *The World at One* that during the election he had fought as loyally as he could for the Labour Party but where he did not believe in some of the aspects of the policy he thought it his duty to tell the truth.

● Mr Neil Kinnock is denounced as a "preaching careerist" unfit to be leader of the Labour Party in the latest edition of *London Labour Briefing*, the journal of the left-wing grouping associated with Mr Kenneth Livingstone and the Labour majority on the Greater London Council (David Walker writes).

The Journal urges its followers to support Mr Eric Heffer and Mr Michael Meacher for leader and deputy leader of the party.

● Mr Michael Foot said yesterday that the Labour Party constitution should be clearer about who should be members of the party, and that there should be a court of appeal to decide questions of membership, our Political Editor writes.

Mr Foot was speaking at the end of a discussion by the Parliamentary Labour Party of future strategy which became an election inquest. Mr John Prescott, Kingston upon Hull East, said that the speech on May 25 by Mr James Callaghan, in which he dissented from the manifesto and said that the Polaris weapon should not be given up unilaterally, was specially damaging.

● Right-wing trade union leaders are about to resurrect the dispute in the labour movement over the policy of unilateral nuclear disarmament (our Labour Reporter writes).

Mr Frank Chapple, chairman of the TUC, and other prominent union personalities have put their name to a statement backing Nato and its nuclear defence policy in defiance of the Labour Party's unilateralist stance.

Methodists split on baptising still-born

From Clifford Longley Middlesbrough

A proposal that still-born babies might in certain circumstances be baptised before burial divided the Methodist conference at its meeting in Middlesbrough yesterday.

One side argued that everything should be done, including baptism, to relieve the grief of the parents; the other side asserted that "baptism of the dead" would pander to superstition and weaken Christian doctrine.

The conference accepted by a majority the cautious wording of a new funeral service for a still-born child, and guidelines for its use.

These state: "Baptism is not necessary to the salvation of the still-born child, where only such an act seems to be enough to reassure the bereaved of God's favour to the child, we should

Press Council condemned

By Our Legal Affairs Correspondent

The Press Council is condemned as totally ineffective as a means of redress for victims of media distortion and inaccuracy in the first detailed review of the council's work in a book, *People against the Press*, published today.

The law of libel is also criticized as an "expensive anachronism", only available for use by the rich and also unsatisfactory as a means of speedily correcting inaccuracies.

The author, Mr Geoffrey Robertson, a barrister, says that from a survey of 77 complaints to the Press Council, 45 of whom had complaints upheld, a "remarkable picture emerged of a complaints commission

BMA conference

Glue sniffing 'an epidemic'

From Pat Healy, Social Services Correspondent, Dundee

Solvent abuse has claimed 120 lives in the last three years and is reaching epidemic proportions in some parts of Britain, the British Medical Association annual conference was told in Dundee yesterday.

Dr Hamid Hussain, a Rotherham GP said that the practice was not confined to glue sniffing: it included inhalation of fumes from many other products commonly used in the home. Many children suffered very adverse effects, and parents were often the last to appreciate the problem.

Solvent abuse is more prevalent than is recognized by the community or acknowledged by the authorities. In some areas it has reached epidemic proportions", Dr Hussain said.

It was not in itself a crime, but the health of the children, but the fabric of society", Dr Hussain said.

Dr J. G. Maden, from Burnley, Pendle and Rossendale, said that it not only affected children. The last patient he had seen was a married man aged 22 with two children.

Glue sniffers were to be found in every town and city in Britain. But doctors were helpless because they simply did

not know enough about the problem or what advice to give.

The conference passed a resolution calling for the BMA Board of Science and Education to investigate the cause, effects and means of prevention of solvent abuse. However it did not become BMA policy but was referred to the council to consider, after members of the Board of Science argued that the problem was too wide for them and could not be afforded.

Professor Peter Quilliam, chairman of the Board of Science, said that what was needed was a low-key approach funded by the Department of Health and Social Security and involving teachers, parents and local health agencies. If the Board of Science undertook it would cost an extra £12,000 in research and staff.

Overseas selling prices

Austria DM 220, Belgium 50,000 Belgian francs, France 7,500, Germany DM 3,500, Greece Dr. 1,000, Italy L 10,000, Japan 40,000, Luxembourg 10,000, Portugal 10,000, Spain 10,000, Sweden Kr 120, Switzerland S Fr. 100, United Kingdom £120, USA \$1,100, UAE Dhs 1,000, Yugoslavia Dinar 100.

ADVERTISEMENT

Science report

Chemical war – or a battalion of bees?

By Clive Cookson Technology Correspondent

The political controversy about toxic "yellow rain" in South-East Asia is generating an increasingly bitter scientific debate. Scientists convinced that the Soviet Union and its allies have been using chemical weapons in Laos and Cambodia are countering colleagues who believe that the evidence can be explained by natural causes combined with human exaggeration.

The latest arguments were triggered by the well-publicized claims of a group led by Professor Matthew Meselson of Harvard University that leaves in the jungles of South-East Asia – and claimed by the United States Government as evidence of chemical warfare – are little more than bee excrement. According to this theory, the pollen-rich droppings are colonized by a fungus which produces poisons mycotoxins.

The strongest scientific reaction against the bee hypothesis came from Professor Chester Mirocha, a plant pathologist at the University of Minnesota, who has examined not only leaves but also human tissues from members of the Hmong tribe, allegedly the main victims of chemical warfare waged by the Soviet-backed Vietnamese forces.

Professor Mirocha calls the bee theory "ridiculous and even absurd". "There is no hard scientific data to support such a hypothesis," he says. "To cover a village with yellow (pollen) spots it would take 10,000 bees dive-bombing an area and excreting all at once." And even then, he claims, the trichothecene toxin found in the leaf samples would not be produced.

According to Professor Mirocha, the only fungi capable of producing trichothecene is fusarium, a type that would not flourish on damp leaves. Proponents of the bee theory reply that too little is known about mycotoxins and their natural occurrence to make such a statement.

Prince's healing message

The Prince of Wales yesterday urged doctors to be more open minded about the place of alternative medicine in health treatment. In a message as outgoing president of the British Medical Association he said that doctors should not overestimate the "sophisticated" approach to medicine.

"Sophistication is only skin deep and when it comes to healing people it seems to me that account has to be taken of those sometimes long-neglected complementary methods of medicine which in the right hands can bring considerable

This is a six-week residential programme taught in three two-week modules between February 1984 and June 1985. The focus is on developing practical strategies, appropriate organisational structures and simple systems to assist strategy implementation. This will be supplemented by substantive input from the traditional functional disciplines to provide participants with the essential functional knowledge needed to operate effectively in today's increasingly complex business environment. Participants are also required to undertake strategic group projects between the programme modules.

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One in seven families is headed by lone parent, government survey shows

By Staff Reporters

The destruction of traditional family life is highlighted once again with the publication today of the General Household Survey 1981.

The survey, produced by the Office of Population Censuses and Surveys, reveals that one household in seven is now a single-parent family, compared with one in twelve 10 years ago.

The biggest increase is in the numbers of families headed by divorced women, who now make up 4.1 per cent of all British households. Numbers of separated mothers and single mothers are also increasing although the number of widows showed a slight drop.

Single fathers represent 1.5 per cent of households, only 0.3 per cent more than 10 years ago.

Mrs Lesley Rimmer, co-author of *One Parent Families*, published by the independently financed Study Commission on the Family, said that the increase was largely due to the ever-rising divorce rate.



Work study scheme to aid vicars

Management consultants are to monitor overworked West Country vicars in an experiment being carried out by the Bath and Wells diocese.

It hopes the consultants will show vicars how to reduce working hours because many of them work up to 100 hours a week with few days off. Doctors have said that stress-related illnesses are likely.

The Bishop of Taunton, the Right Rev Peter Nott, said yesterday that in the past 10 years the number of clergy had dropped from 370 to 250. Many vicars are looking after four or five parishes.

Drive to save bird sanctuary

A campaign to save the Seal Sands bird sanctuary on the Tees in Cleveland, from development, was launched yesterday by the Royal Society for the Protection of Birds which has called for government-level talks on the issue.

Mr John Tholen, chief executive of the Tees and Hartlepool Port Authority, said: "Our 64-year option to reclaim the land expires next year. We have made no decision yet."

Parents told of batteries risk

A surgeon warned parents yesterday to seek immediate medical help if children swallow the small batteries used in watches, calculators and cameras.

Mr James Dickson, of Sheffield Children's Hospital, was speaking after he removed a heated hair brush battery from the stomach of a boy aged two. He said such batteries might pass through the body harmlessly, but if they became stuck in the stomach they could release poisonous chemicals.

Armed police raid village

Armed police, looking for a man wanted in connection with smuggling guns through Heathrow airport, surrounded and searched the Whiteway Colony near Stroud, Gloucestershire, at dawn yesterday.

A man was already helping police with inquiries at Heathrow. Whiteway was founded at the turn of the century as an experimental community living without money.

Judge rules against fluoride in water



Court victor: Mrs Catherine McColl celebrating her legal success with a glass of water which will not now contain fluoride.

a beneficial effect on the health of consumers generally.

Fluoridation would inevitably involve the ingestion of the added fluoride by many persons to whom such ingestion would be of no benefit because they were either toothless, or of an age when the fluoride no longer performed its preventive role in relation to tooth decay.

Such a situation would necessarily involve a restriction on the freedom of choice of the individual, who would have little alternative but to consume the fluoridated water.

Lord Jamacy held that fluoridated water to one part

per million substantially reduced dental decay and there was no evidence to suggest it would have an adverse effect on health.

He rejected all the major medical and scientific arguments put forward by Mrs McColl that it could cause cancer or accelerate the growth of tumours.

He strongly criticized the granting of legal aid to Mrs McColl and said she was enabled to pursue a case of unprecedent length and expense which only an individual of unlimited means could afford.

Her two principal scientific witnesses, Dr Dean Burk and

Dr John Yiamouyannis, both American biochemists, were also criticized by the judge.

Dr Yiamouyannis had an extreme attitude towards fluoridation. Not infrequently he allowed his hostility to obscure his scientific judgment.

Dr Burk was "rambling and evasive" and, despite his professed experience on the subject of cancer, tended to be imprecise. On the question of excess deaths from cancer in the United States, the judge found his evidence "vague and unimpressive".

The doctors who gave evidence for Strathclyde were particularly impressive. Their evidence appeared to be based on sound scientific principles.

The bulk of medical evidence shows that fluoride in water helps to prevent tooth decay, Pearce Wright, Science Editor, writes.

Governments in Britain

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in the past 15 years for fluoridation in the belief that it

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But not all water authorities

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PARLIAMENT June 29 1983

Chancellor says there will be no change of economic policy

QUEEN'S SPEECH

The Government would continue with the economic policies which had begun to get the country back on its feet. Mr Nigel Lawson, the new Chancellor of the Exchequer, said in the Commons during the last day's debate on the Queen's Speech: "It would continue, he said, to set a framework of sound financial policy."

Mr Peter Shore, chief Opposition spokesman on Treasury affairs, said that but for North Sea oil the economy would be in a state of total crisis.

Mr Shore, moved an amendment regretting that the Queen's Speech contained proposals that served only to reinforce the economic and social policies that had, in the past four years grievously weakened British industry, squandered the great asset of North Sea oil, reduced national income, created mass and still rising unemployment; and which, because they offered no hope for lasting economic recovery, posed a major threat to personal living standards, to the social services that comprise the welfare state and to the future prosperity of Britain.

Also before the House was a Liberal-SDP amendment regretting that the Speech contained no evidence that the Government, although only commanding the support of 31 per cent of the electorate, had any intention of moderating its policies to make them acceptable to the majority of British people and in particular calling upon the Government to launch a programme of selective capital investment to reduce unemployment and improve the environment, to raise the standard of social services to help the elderly and the disabled; to abandon its plan to encroach further upon the independence of local government, and instead to transfer substantial powers and responsibilities, currently exercised by the centre, to the nations and regions of Britain; and to widen the devolutionary forces while taking an initiative with Britain's allies in relation to the INF and start talks to achieve multilateral nuclear disarmament.

Mr Shore said that the new Chancellor would find it hard to match the record established by his predecessor, Sir Geoffrey Howe, who in his past 12 months in that office had achieved a notable, but he suspected, temporary fall in inflation, but taking four years as a whole had foisted on industries, the economy and the people a

heavy toll of real cuts in incomes. The two Treasury documents leaked during the election campaign showed that even on the optimistic assessment of a growth rate of 2½ per cent, real cuts in public expenditure would be necessary. The improbability of such a growth rate being achieved could be seen from the fact that the average rate for the past four years had been minus ½ per cent per annum growth of GDP.

Clearly the Government, so far as it could control the matter, was determined to sustain the pound at its present uncompetitive level. Since there could be no prospect of an investment-led improvement in productivity, the logic of its position must mean that not an anti-inflation policy for wages and salaries but a policy of real cuts in incomes.

In the public sector a cash limit of somewhere between 2 and 3 per cent would be imposed, well below the rate of inflation which would be running at twice that level before the end of the year. There would be an assault on the lower paid, and an attack on the trade unions.

Reducing income was at the heart of the Government's strategy. The Government's cure for loss of competitiveness was a real and sustained attack on the living standards of the majority at work.

The other part of the strategy was further cuts in public expenditure. Whatever the Government might say, the axe was going to fall either on social benefits, or health and personal services or education.

During the past few weeks, which included the general election campaign, and the whole period since General Galícius committed his act of aggression against the Falklands, there had been a strange reality about British affairs. People had been numbered and bewitched and vulnerable to propositions that at almost any other time they would dismiss with contempt.

So Mr Thatcher had been able to communicate her strange message of a new Victorian age which was somehow to lead back to prosperity. It was a myth and a dream.

The reality was continued and a terrible national decline and a march back towards the poverty and inequality of the past. The spell would be broken, a change in political fortunes would come with startling suddenness and it would be Labour's task to bring the country back to sanity and hope from the wreckage it would inherit.

The mortgage rates were a factor of interest rates and when the Government pushed up bank base rates it had been nearly inevitable that building societies would be forced to follow suit.

With North Sea oil, Britain was better off in some ways than such had been the deterioration in industrial strength that the country would be in the state of total crisis.

The package of measures required to give Britain hope must include measures to assist industry's competitiveness. Otherwise there would be ruin.

The Government often reminded the House that the previous Labour government had to borrow money

from the IMF. But without North Sea oil the size of Britain's deficit would be such that not even the IMF would have the resources to finance it. Now that the North Sea oil surpluses of 1980-82 had disappeared and the current account was only just in balance he did not see how the outflow of capital could be sustained.

The Queen's Speech said virtually nothing about all these problems. They would therefore expect the Chancellor of the Exchequer to give his assessment of the situation and say what action he proposed to take to deal with the problem.

The figures all stemmed from the continued and appalling loss of competitiveness that Britain's economy and its industries has sustained since Thatcherite policies had been introduced four years ago.

Such productivity improvements as had been achieved in manufacturing industry by the enormous shedding of labour had of course been swamped by the effect of an over-valued pound. There was no prospect of a real gain in productivity through higher and more efficient investment in the period ahead.

The deteriorating balance of payments situation now further imperilled the future of the social services, the welfare state and living standards and the there was the prospect of higher and higher unemployment.

The burden for the Government could be simply stated. It was that existing public expenditure programmes, civil and military, could not be sustained in the years ahead unless there was either a massive improvement in the rate of growth and the performance of the economy or a massive increase in the burden of taxation.

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Shore: Continued and terrible decline

Minister promises lower taxes and more sales of state firms

HOUSE OF LORDS

Further reductions in taxation would come high on the Government's list of priorities, but it must depend on the right kind of tax. The Chancellor of the Exchequer, Lord Cockfield, said in opening the last day's debate on the Queen's Speech in the House of Lords.

Government policies would be directed to securing a continued reduction of inflation through firm, medium-term monetary and fiscal policies against the background of a growing, more dynamic and

Soviet leaders fear Nato will take advantage of Warsaw Pact discord

From Richard Owen, Moscow
Soviet leaders are worried that the failure to reach firm agreement on a response to Nato at this week's Warsaw Pact summit may weaken the Soviet position during the visit to Moscow by Chancellor Helmut Kohl of West Germany, East European sources say.

Dr Kohl begins four days of talks in Moscow on Monday, and is being seen not only as the West German leader but as a representative of all the Western powers.

The Russians regard West Germany as a weak link in the Western alliance compared to Britain or France and are hoping to put pressure on Dr Kohl to reconsider West Germany's commitment to the deployment of new American missiles in Europe this year.

The Kremlin, however, was given little comfort by Otto Graf Lambsdorff, the West German Economics Minister, who told Soviet leaders bluntly this week that they should not be misled by noisy protests against the missiles in West Germany into thinking Bonn would change its mind.

Sources said the Russians would present the largely conciliatory line taken by this week's Warsaw Pact meeting as a sign of Soviet moderation during their talks with Dr Kohl. But the Kremlin had originally intended to combine an appeal for d閜tente and arms control

Leading article, page 13

Dr Kohl. There is doubt, however, over whether President Andropov will this year hold the Crimian summit meetings favoured by President Brezhnev, during the politically quiet summer months.

Diplomats said that with Moscow keen to avoid the Nato deployments in December, at all costs, and with the Warsaw Pact determined to come to terms with the West at Geneva soon, it was unlikely that this summer would be all that quiet in any case.

● BRUSSELS: The Nato council is studying the text of the Warsaw Pact communiqué, which it has only just received, so there was no statement at the conclusion of its meeting here, Frederick Bonnard writes.

Nato officials consider that the alliance does not wish to get involved in block-to-block negotiations. The Warsaw Pact attempted to do this in January with its summit meeting in Prague, when it offered a treaty on the non-use of force, and the present statement does not take matters any further.

● OSLO: Vice-President George Bush was briefed on issues concerning Nato's north flank during the first day of a two-day visit to Norway yesterday. He also met King Olav at the royal castle.

Leading article, page 13

Because of lack of agreement, the summit only lasted one day and was mostly confined to the missiles question. Only last week Marshal Dmitry Ustinov, the Soviet Defence Minister, repeated a warning issued by Moscow at the end of May that it would retaliate against Nato deployments by taking measures in coordination with its Warsaw Pact allies.

It is thought that East European leaders, beginning with Mr Kadar, will return to Moscow in Mid-July for further consultations after the visit by

Bonn offers E Berlin no-strings guarantee

From Michael

Binion, Bonn
probable deployment of Nato missiles here in the autumn. Since Bavaria is also sharing the guarantee of credit, Herr Franz Josef Strauss, the Prime Minister, who has consistently called for a tougher line towards East Berlin and criticized East Germany's exploitation of its special financial relationship with the Federal Republic, is assumed to have agreed.

Observers have noted that by deciding this before Dr Helmut Kohl's visit to Moscow, Bonn has made it more difficult for the Russians to threaten Bonn by warning of worse relations between the two German states if the missile deployment goes ahead. The East Germans, already strongly dependent on their Western neighbour for economic aid, are now in no position to cause difficulties for Bonn, and have no interest in doing so.

The Chancellor will tell the Russians of his country's insistence on developing closer relations with East Germany, though overall East-West relations are clearly going to be the dominant theme.

Yesterday, the Bonn Government released the text of President Reagan's letter to Dr Kohl, handed over by Vice-President Bush on Saturday, in which Mr Reagan calls the Moscow visit an "important mission" which has his full support.

He told the Chancellor that a joint approach to East-West relations was especially important, and expressed his confidence in Dr Kohl's personal dedication to the security of the West.

Herr Strauss: Approval of credit assumed.

Trudeau claims prosperity has returned

From John Best

Ottawa

Mr Pierre Trudeau, the Prime Minister, has claimed the advent of a new era of prosperity for Canada.

In a nationally televised address on Tuesday night Mr Trudeau said "economic recovery is not just around the corner. It is here... we are passing from recession to restored prosperity".

He claimed that the Liberal Government's "six-and-a-half" restraint programme, holding public service wage increases to 6 per cent this year and 5 per cent next year, had already brought inflation down from near 12 per cent to 5.4 per cent in one year.

As a result, more jobs were being created and business activity was expanding.

But Mr Trudeau noted that unemployment remained at a near postwar high of 1,500,000.

Americans question safety of bridges

From Trevor Fishlock

New York
The collapse of a bridge on the main highway between New York and New England has focused attention on the state of America's bridges. It is known that hundreds of them are in a poor state of repair and demands for better maintenance are growing.

The main suspect in the collapse of the 25-year-old Mianus river bridge, near Greenwich, Connecticut, is a 7in steel pin which may have worked loose because of traffic vibration. Four vehicles fell into the river when a 100ft section of the bridge collapsed. Three people were killed.

A report on the state's

How the presidential debate was won

Reagan defends use of Carter's secret papers

From Nicholas Ashford

Washington

It began as a throw-away line in a new book by the White House correspondent of Time magazine. Then the Washington cocktail party circuit took up the hint for the "mole" who had supposedly been borrowing away in the Carter White House.

However, it is only in the past few days that the revelation that the Reagan campaign staff had access to President Carter's briefing book prior to the celebrated October 1980 televised debate between the two presidential candidates has become a major political issue in Washington, so much so that half the questions during the President's press conference on Tuesday night related to the briefing book.

The White House, fearful the affair could balloon into an embarrassing scandal that could upset President Reagan's reselection prospects next year, has launched a major damage-control exercise by calling in the Justice Department to conduct a vigorous monitoring of the incident for evidence of illegality.

It has also released hundreds of pages of documents with the intention of clearing the air by showing that the Reagan campaign had a regular flow of information from the Carter White House and not just the briefing book.

The Democrats see the affair as a golden opportunity to create maximum political



Brought to book: President Reagan answering press questions about his use of Mr Carter's documents.

Republican administration of Mr Richard Nixon.

Mr Charles Manatt, the Democratic National Committee chairman, has called for the appointment of a Watergate-style special prosecutor to investigate the matter.

Mr Donald Albosta (Democrat, Michigan), chairman of a House of Representatives committee dealing with the civil service, is planning to investigate whether any laws were violated by the mole - believed to be one of three secretaries who were left over from the Nixon and Ford administrations - who supposedly purchased the two-inch thick black briefing book and passed it on to the Reagan campaign staff.

At his press conference on Tuesday night, the president skillfully deflected questions about the ethics of making use of his opponent's private documents, noting that "it probably wasn't too much different from the press rushing into print with the Pentagon papers, which were stolen".

People in Washington started to realize there was more to the affair than was at first apparent when senior Administration officials began issuing contradictory details over the weekend. Until then, most people had seemed prepared to go along with the President's jolting off-the-cuff remark that it was much ado about nothing.

The firmest denial has come from Mr William Casey, Mr Reagan's campaign manager and how head of the Central Intelligence Agency, who claims to have no recollection of the whole business. However, according to Mr James Baker, White House chief of staff, it was Mr Casey who had supplied the Reagan

campaign team with a copy of the Carter briefing book.

Mr David Stockman, the president's budget director, has at least admitted to having seen the book, adding that it was useful in preparing Mr Reagan for his television joust with Mr Carter. It was Mr Stockman who played the role of Mr Carter while Mr Reagan was being rehearsed by his staff in preparation for the great debate.

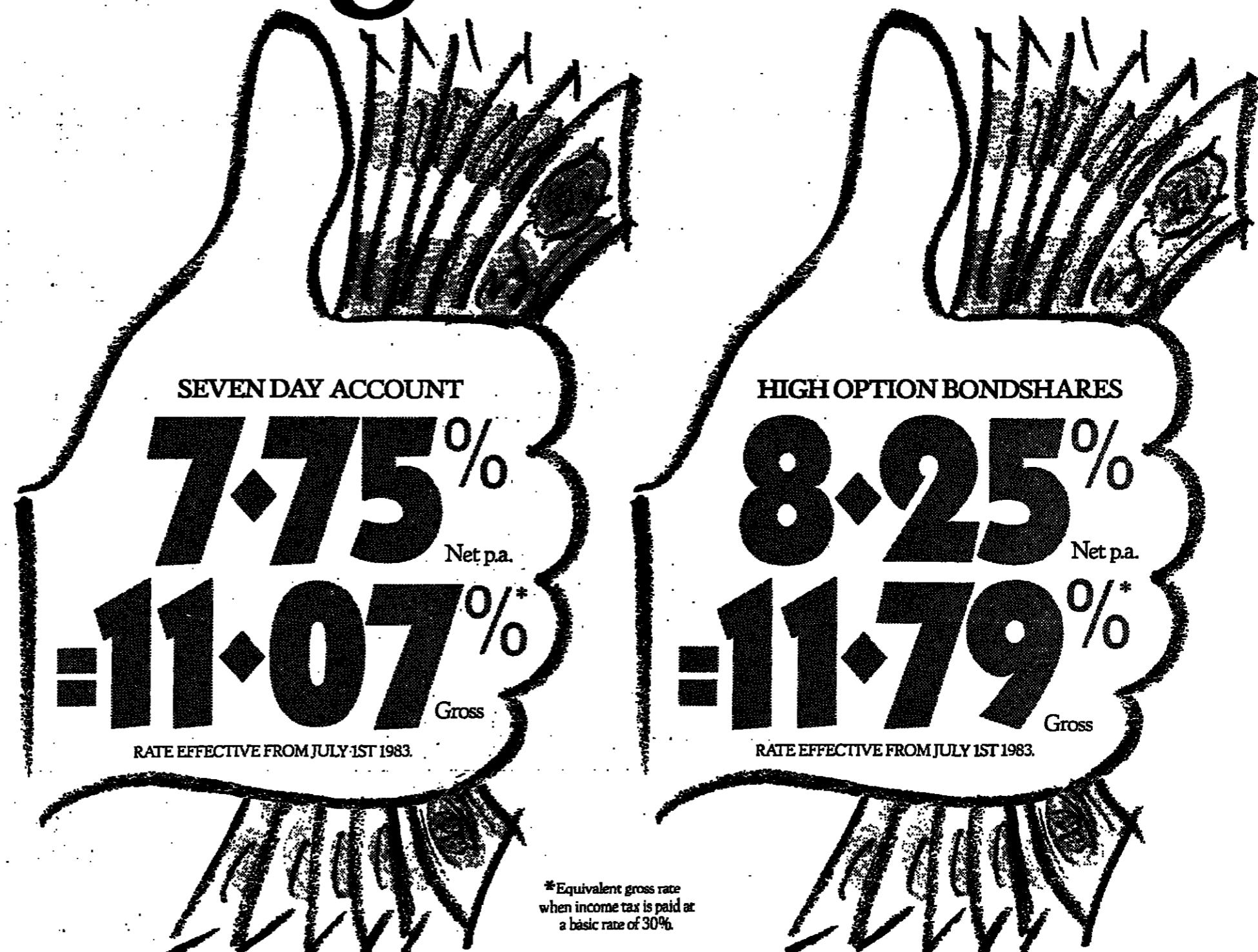
Mr David Gergen, White House director of communications, described his recollections of the whole affair as hazy, but added categorically that the briefing book was inconsequential in preparing Mr Reagan for the debate.

This claim has been greeted with considerable scepticism, particularly by those who have seen copies of the briefing papers which former members of President Carter's staff have been liberally distributing around town.

Comparison between the briefing book and the debate transcripts shows many instances in which Mr Reagan anticipated Mr Carter's attacks successfully and rebutted them ably. As Mary McGrory, columnist writing in the *Washington Post* commented: "Ronald Reagan walked into the biggest gamble of his life with loaded dice in his pocket".

The debate was one of the critical events of the 1980 campaign and was seen as a turning point for Mr Reagan in what until then had been a very close election race.

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ABBEY NATIONAL MONEY SERVICE

Hostage dramas in Africa

Sick Briton reveals terms of Sudanese rebels for releasing aid workers

From Charles Harrison, Nairobi

A group of white mission workers and aid workers captured and now held hostage in a remote part of southern Sudan by a previously unknown rebel group are being well treated, but their captors have threatened to kill them if their demands – for publicity, cash and clothing – are not met by Wednesday.

This was stated here yesterday by a British biologist, Mr Conrad Aveling, aged 32, of Wye, Kent, who was captured last weekend by the rebels in the Boma national park, close to the Ethiopian border in southern Sudan. Mr Aveling was allowed by his captors to fly to Nairobi for medical treatment because he was ill with bacillary dysentery.

The remaining hostages are Mr John Haspel, an American missionary and his wife, a Dutch nurse, a Canadian pilot and Henry Alois Scheid, a West German technician.

They are being held by a group of about 15 armed men who say they belong to the Southern Sudan Liberation Front, whose aim is to secure the independence of the mainly Christian southern Sudan.

They have demanded

Unita holds on to women captives

Paris (AFP) – The rebel Angolan Unita movement indicated yesterday that not all the Czechoslovak women and children it has been holding since March would be released under an arrangement with the Red Cross.

A communiqué issued here said that those "whose health needs treatment" would be freed in response to an appeal from the Pope.

But those whose health has been declared good by the International Committee of the Red Cross would be freed in exchange for Unita leaders

craft, piloted by Mr Martin Overdale, a Canadian, to fly to Lodwar, northern Kenya, with an injured Ethiopian woman who needed hospital treatment. But Mr Overdale had to fly back to Boma or risk harm being done to the hostages.

Mr Aveling, who is in hospital here, said he was awakened in his tent last Friday by a group of armed men led by a well-educated southern Sudanese who spoke good English. The same group surrounded the home Haspel, an American missionary family working for the "Across" organization.

They also captured the local police station after firing shots in the air – causing the small police garrison to flee into the bush.

The rebels later captured another group of mission workers who landed in two light aircraft at Boma, but allowed some of them, including the three Haspel children, to fly to Nairobi.

The rebels went to Boma after learning that a Sudan Air Force plane had landed there – but the aircraft had taken off before they arrived.

On Tuesday the Rebels allowed the second light air-

spokesman said that hostages would not be passing through Jan Smuts airport in Johannesburg yesterday as expected (Reuters reports).

It was not known why the release had been delayed.

In Geneva, International Red Cross officials said the release had been delayed for reasons beyond their control, and was now expected to take place in a few days.

Diplomatic sources there said the postponement was caused by a problem in finding a transit point for Czechoslovak diplomats to meet the hostages.

● JOHANNESBURG: A South African Government

Accused officers were in line for promotion

From Stephen Taylor, Harare

The former commander of the Zimbabwe Air force said in the high court here yesterday that he had seen three of the six officers charged with complicity in the Thornhill sabotage operation as potential successors.

Air Marshal Norman Walsh, who retired last month on the day the trial started and was giving evidence for the defence, said that he had nominated Air Vice-Marshal Hugh Slatter as Chief of Staff in December 1981 "with the intention that he should succeed me as commander".

The promotion had been approved by Mr Robert Mugabe, the Prime Minister. Air Marshal Walsh described Air Vice Marshal Slatter as having qualities of loyalty and integrity and as one of the most outstanding officers in the force.

He said that in a projected list of future commanders compiled before the sabotage he had named Air Commodore Philip Pile, as a potential

successor to Air Vice-Marshall Slatter and Wing Commander Peter Briscoe, as commander in the 1990s.

He described Air Commodore Pile, formerly Zimbabwe's first air attaché at the Zimbabwe High Commission in London, as totally dedicated. Wing Commander Briscoe, he said, had strong integrity and sound standards. He too was totally dedicated.

Air Marshal Walsh said he had known the other three accused less well but that Wing Commander John Cox had been a strict disciplinarian and "the right man at the right time" when he was promoted Commander of the Air Force Regiment.

He said he had seen a report by Air Lieutenant Barrington Lloyd registering concern over security at Thornhill and had been pleasantly surprised when Air Lieutenant Neville Weir had passed out top student on a course for Hawk pilots in Britain.

● POLL BOOST FOR HAWKE

From Tony Deboudia, Melbourne

Despite the introduction of a mini-budget last month which cut tax concessions and allowances for middle income earners, support for the Labour Government, led by Mr Bob Hawke, has grown since the federal election in March.

According to a Gallup poll published yesterday, the Government enjoys the support of 52 per cent of the electorate, compared with 50 per cent last March. Support for the Liberal-

Dr Banda: Offering voters a measure of choice.

Many seats at risk in Malawi poll

From Michael Hornsby, Lilongwe, Malawi

Malawians finish two days of voting today to elect a new parliament in a country that is not so much a one-party state as a one-man state.

Now probably in his 80s, the life President Nkomo (Saviour or Conqueror) Dr Hastings Kamuzu Banda, who has governed his country with an iron hand since independence from Britain in 1964, is not merely the ruler of Malawi, the former Nyasaland. He is Malawi.

Dr Banda is also life president of the Malawi Congress Party (MCP), which, since the introduction of Republican constitution of 1966, has been the only political organization, and he acts as the Minister of External Affairs, Justice and Agriculture.

Yet this week's polls will offer Malawi's voters a measure of choice, albeit within limits carefully defined by the Ngwazi. Exactly how many of Malawi's six million inhabitants are voters is a moot point. No official here can put a figure on the number who have registered.

In the last election in 1978 two ministers, a deputy Speaker, and a third of the Members of Parliament lost their seats. A similar turnover is expected this time.

Some 225 candidates, 18 of them women, are running for election with 101 seats vacant. In 21 seats the sitting MCP members are unopposed. In 38 seats there are two competing candidates, in 23, three candidates, and in three, five candidates. Six Cabinet ministers are among those whose seats are being challenged.

Five seats are not being contested by anyone; the official explanation is that none of the candidates proposed was able to pass the tests of proficiency in English which all would-be MPs are required to sit.

It is one of the eccentricities of Dr Banda's rule that the proceedings of the National Assembly are conducted only in English, a language in which he is much more at home than in his native tongue.

Many observers here predict an unusually low turn-out in the election because of the recent, and still unexplained, deaths of two popular Cabinet ministers in what the Government insists was a car accident.

West German to take over from Lefebvre

From Our Correspondent Geneva

Mgr Marcel Lefebvre, the traditionalist Roman Catholic archbishop, announced during a ceremony in which he ordained 22 priests that he is stepping down as head of the fraternity he founded. However, he will as its only archbishop, continue to officiate at ordinations.

The rebel archbishop, aged 78, who founded the Sacerdotal Brotherhood of St Pius X 13 years ago, is being succeeded by a West German priest, Father Franz Schmidberger, aged 37. The fraternity has associates in West European countries,

Mgr Lefebvre, upholder of the full Tridentine Mass, was suspended by the Vatican six years ago, but not excommunicated. At a similar ordination two years ago, he described the advent of a Socialist government in France as "the work of the Devil".

A congregation of several thousand, predominantly French, attended yesterday's ordination Mass at the Econe seminary, in the upper Rhone valley.

"We have not wished to be schismatics or heretics, only Catholics," Mgr Lefebvre said in his homily.

From Our Correspondent Geneva

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Theatre

Thrilling tribute to a nation's resilience



Fiddler on the Roof: "Thanks to tradition the village has remained intact, and its joyous music rings out..."

Fiddler on the Roof Apollo Victoria

Sixteen years after its first London appearance, here is Jerome Robbins's original production "reproduced" by Ruth Mitchell and Tom Abbott, and with Topol (still not quite old enough for the part) again heaving up the shafts of his borshees milk-cart, and earning a round of retrospective applause before he gets to the first line of "If I Were a Rich Man".

In the case of this tribute to the most indestructible nation on earth, it seems that the commercial theatre can rival the Habimah in preserving its past monuments.

In the present state of opportunistic musical revivals, it is a relief to find that *Fiddler on the Roof* has survived its long runs and filming without hardening into a museum piece. Not that it was ever tethered to theatrical fashion. Firmly

rooted in the world of Sholem Aleichem, Chagall and Jewish folk music, it has the same integrity now that it had in the 1960s; and, if anything, with the continuing record of East European anti-Zionism, its pattern emerges even more clearly now than it did in 1967.

If ever there was a convincing defence of Jewish tribal law, this is it. Thanks to tradition - the theme of the first number - the village has remained intact, and its joyous music rings out from the players even though the ground may collapse under their feet.

The artfulness of the plot is in showing an apparent erosion of tradition. Tevye's recurring slogan is "On the other hand".

The code may prescribe this or that, but, on the other hand, why not let his eldest daughter marry a poor tailor, why not permit mixed dancing, why not entrust his second daughter to a Siberian exile? Then the third daughter marries outside the tribe, and there is no other

which was not in the least vulgar.

In his big-hearted humanity, in the way he moves boldly around the podium, adjusting, responding, encouraging, Kubelik reminds me most among great conductors of Jochum. But he has his own exuberance which gives a special sparkle to the music-making.

In the earlier part of the evening there had been several uneasy moments from the orchestra: oboes found it difficult to tune together, strings to play pizzicato together, and there were some stodgy passages in the First Symphony where Kubelik's encouragement was disregarded. But, by the time several changes of principals had been made for the Second Symphony (though Peter Lloyd and Anthony Canfield easily remained, clarinet, bassoon and first horn were transformed), the strings were responding far more positively to Kubelik's admiringly sometimes vague, but always impassioned - gestures. If the LSO can get this much better in one concert, how will they sound after the 11 others that Kubelik is due to conduct in the next couple of weeks?

Nicholas Kenyon

Concerts

Philharmonia/ Barshai Festival Hall

Whether or not they were responding to the United Nations Association, whose annual concert it was on Tuesday night and who acknowledged the gift of their services, Rudolf Barshai and the pianist Peter Frankl between them ensured that Beethoven became the man for all seasons. His "Erotica" Symphony was played with uncommon directness of musical purpose, and in the C minor Piano Concerto, which began the concert, Mr Frankl held fast to a spirit of moderation.

He only allowed himself an imposing and romantically wide-ranging cadenza in the first movement, which explored the music's implications with versatile keyboard technique, and balanced this by keeping one ear on the backward glance to eighteenth-century style in the finale, adorned with wonderfully even scale passages. In between, the pianist conveyed an inwardly rapt quietness

Pimlico Serenades Warwick Arts Trust

during the Largo which sustained a continuing beauty of poetic imagination.

The Philharmonia Orchestra were held in almost metrically rhythmic check at times by Mr Barshai, which did not preclude some sensitive woodwind playing and a responsive balance with the keyboard, then for the symphony he generated a vigorous spirit throughout. By conventional standards it was a lightweight reading, with even the funeral march stepping out as if it had a lot of ground to cover, a march of sorrowful pride more than ponderous solemnity.

There were passages that sounded underplayed in relation to the character of the music, near the start of the coda to the first movement and in the build-up to an almost jaunty peroration near the end, where an orchestra of moderate numbers in the strings brought clarity to the successive variations. If it was not the kind of performance to haunt the memory, it was probably one to make listeners want to hear the symphony again. And who shall gainsay that?

Noel Goodwin

Caroline Moorehead meets the novelist Nicholas Salaman, whose second book, *Dangerous Pursuits*, is just out

The various spices of life

Nicholas Salaman was already in his early forties when his first novel, a comic, inventive book called *The Frights*, was published to enthusiastic reviews. *The Times Literary Supplement* compared him to P. G. Wodehouse. It was a late launching for a man who dates his career as a writer to a prize he won at school for a poem called "Roman Road" written at the age of 14. But, launched, he is writing at speed. A second novel, *Dangerous Pursuits*, appears this week. A third novel is on the way.

More than most people, perhaps, Salaman has a wary and practical view of the commercial realities of writing fiction. "Forty years ago novels were in the forefront of people's attention. Anyone who thinks the public is now turning to read a novel is mad." For him, writing has to take its place and find its time in a life of advertising, consultancy and the partnership in a successful herb company.

"In any case", he says, "I'm not sure that one novel a year isn't enough for me. I don't have more than that to say. One thing advertising teaches you is consideration for the reader. You have to perk him up. The more experience you have to draw on the better. It's helpful to take a careful aim."

Salaman grew up in what he calls a Brideshead-like house in west Somerset where his grandmother ruled supreme. (She appears in *The Frights*.) His parents were divorced shortly before the war, when he was two. His father was a vet, a man with such an extreme capacity for gloom that he changed the name of his house in Suffolk from Farthinghall to Hellshall.

After prep school came Radley, from where he won a scholarship to Trinity College,



Salaman: careful aim

Oxford. "It was a heady time. I was head of the cabaret division of the experimental theatre club." With Alan Bennett and Dudley Moore, he took sketches to the fringe theatre at the Edinburgh Festival.

The advertising office he joined on coming down seemed to be "the end of everything". "Oxford in the late Fifties had had a slightly pre-war feel to it. London was nothing but big offices with brown corridors and carless people applying thought to trivial matters." Now began a steady but peripatetic career in advertising, moving regularly and upwards from firm to firm. In the early Seventies, he started his own firm, Television Department. When that failed, he joined a large company, until he built up the security to leave and work part-time.

Meanwhile he and a friend

had started a totally different venture of their own, the London Herb and Spice Company, which in six years had, he says, laughing pleasantly, "spread like mint" and now exports to Australia, Japan and America. The herbs are bought at the Hamburg spice market and put into sachets; Salaman handles the design and some of the marketing. "As computers seem to rule," he says, "people clasp at country matters." His own mother is a keen botanist. "When I was a child, she pointed out things to me in the hedgerows, and I dragged my feet and everything in the hedgerow looked much the same." One of the pleasures of being grown up, he says, is learning to like walking.

Salaman, divorced with two grown-up daughters, lives in a sunny flat in Fulham, with green iron furniture, a grandfather clock and ferns. He bicycles to his office and plays the harpsichord and writes "peppery letters to the *Times* about there being nothing but late nineteenth-century music on the radio".

He also writes plays. "But now another novel seems required. Perhaps because one looks like a flash in the pan, two show that you're not just writing about your childhood, but three have a sort of roundness." The sureness and ease of his style, like that of his manner, are somewhat deceptive. "People who write novels are rather muddled. Possibly, a novel is a pursuit of stability in a shifting world. You start uncertain and hope to get certain by the end," he says. Then he adds: "I don't feel that I have quite arrived in the egg cup that destiny has shaped for me. I can't help finding everything funny; the game of things keeps breaking through."

How time flies by

The earnestness of Channel 4's *The World* - A Television History cannot be denied nor, indeed, its ambition. These qualities cry for attention in a period of repeats and summer ephemera when seriously adduced viewers are searching somewhat desperately for a fix. The snag is that worthiness tends to get the beady eye from programme controllers and to be confined to slots early or late and of short duration.

The last option obviously presents some logistical problems when you have the history of the world to deal with, and the result is that the programme moves with a speed which is likely to leave those with the best intentions but no copy of *The Times Atlas of World History*, on which the series is based, with a feeling they are trapped between time warps.

Only historians who might not be watching, and Robert Powell, who reads the script, can be quite sure where they are and exactly who is being talked about. Last night we broke class for the year with programme

six, which in half an hour set out to encompass *The World Religions* from 600BC to AD500, a fertile period for transcendental man, suffering from a certain ennui with the old, often exhausting, cults and beginning to reach for something bigger and more fulfilling, possibly with a message for all.

Fortunately for the programme-makers, who had enough on their hands, this period excludes Mohammed, of whom we will hear more later when the series returns next year.

As it was, we nodded at Mahavira, the Hindu teacher (whom I tracked down later with some difficulty), Siddartha Gautama (Buddha), Confucius, Lao Tzu, reputed author of the *Tao-te Ching*, which sells briskly even today among seekers for an alternative in Hampstead and Islington, Zoroaster, Mithras, Moses and Jesus Christ. It was fast and furious and the graphics were good and it is hands up for Mohammed next year.

Dennis Hackett

African music

In for the vanguard

King Sunny Ade Hammersmith Palais

Regally gowned West African exponents mingled with over-heated leather-garbed punks; bespectacled pop ethnomusicologists danced next to Radio 1 producers: an ideal audience in the ideal hall on an ideally sultry night for the return to London of one of the world's great dance bands.

Feted from Paris to Peoria in the last year, King Sunny Ade is being hailed as the man to do for African music what Bob Marley did for reggae; a simplistic analysis, perhaps, but there are natural similarities extending beyond the common identity of their record company. As did Marley's Wailers, Ade's 17-piece African Beats are capturing virtually the entire vanguard audience whose fancies are eventually picked up by the mass market.

Anthony Masters

Next, and as if suffering from the characteristically obsessional atmosphere set up by the Schoenberg work, Mozart's Oboe Quartet was given a rather too heavy and intense performance. Stravinsky's *Duo Concertante* was better served, with Marcia Crawford producing, in particular, an aptly dry violin tone; the two Eclogues were nicely contrasted as well.

After the interval there were two modern items, first Mark-Anthony Turnage's *Entrance*, a 1982 piano solo played by Ian Brown. This juxtaposes an abstraction of gospel music with more lyrical ideas, and then combines the two, quite pleasantly. Oliver Knussen's *Cantata* - an odd title for oboe and string trio, and is another fairly relaxed piece.

Not so Schoenberg's Chamber Symphony No 1, heard in Weber's ingenious de-orchestration. In place of the 15 virtuoso soloists of the original version this employs a quintet very similar to that Schoenberg used for "Ein Stellidchein". Weber places a heavy reliance on the piano, but the Nash performance was finely balanced.

Max Harrison

His "Ein Stellidchein" uses a mixed quintet of strings, wind and piano, and was prompted by a Richard Dehmel poem. This tells of a man's meeting with a woman amid the blossoms-vapours of the elder trees"; now she has left, the world is grey, and he wishes he were dead. This familiar mood is suggested in 90 bars of quickly hyper-romantic music, after which Schoenberg abandoned the piece, the Nash performance was finely balanced.

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Not does it make too many demands on western ears. The

All these are focused within an ensemble which manages to create a huge momentum without for a moment suggesting aggression. The effect is in fact oddly gentle, its hypnotizing lyricism sometimes suggesting a travel-poster notion of Polynesia in the soaring of the steel guitar above the silvery tinkling of a cowbell and the unhurried rustle of maracas and shakere.

It would be a serious mistake, though, to listen to the African Beats with the same kind of analytical perception one might bring to bear on western musicians. This is music for dancing, for eating and drinking, for gossiping and arguing; it is designed to be heard from varying distances and with varying degrees of attention. It is an accompaniment to normal life; not a substitute for it.

Richard Williams

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Revival of the Longhorn Why this historic breed has increased its numbers in the last decade

Wildlife on the Farm A visit to the Somerset farm of Fred Elliott, who won last year's "Country Life" Farming and Wildlife Award

COUNTRY LIFE ON SALE NOW

**Ministry of Public Works, Republic of Togo
Mining, Energy and Water Power Resources
Directorate of Public Works No 255/TP/BM -
TENDER NOTICE**

For the construction of the 40 Km Lama-Kara, Kétao-Kémérida and Bretelle Kétao-Pagouda road
Subject of the invitation to Tender

The Government of the Republic of Togo hereby issues an International invitation to tender for the building and asphaltating of the Lama-Kara, Kétao-Kémérida and Bretelle Kétao-Pagouda road (L.O.T. No.1), for a distance of 40 Km.

Summary Outline of Works:

The main items of the works to be undertaken are: pegging out, clearing the rights of way, structural works, earthworks, supply of selected materials, putting in, base and foundation courses, road surfaces, traffic signs, etc. A volume of around 1,000,000 cubic metres of earth will have to be moved. Surfacing will be in two layers. The structural and drainage works will comprise bridges, culverts, box-culverts and barrels etc.

Finance for the Project:

Finance for the project has been guaranteed jointly by the Togo Government and the Fonds Africain de Développement (FAD - African Development Fund).

Purchase of Tender Documents

The tender documents and any additional information required may be obtained from: Direction des Travaux Publics, BP. 335, Lomé, Togo or from: BCEOM, 15 Square Max-Hymans, 75741 Paris-Cedex, 13 France. The complete set of documents may be acquired for the sum of Frs CFA 100,000. Payment should be made by cheque made out to "Monsieur le Trésorier - Payeur du Togo".

Terms of Participation

Participation in the tender is open on equal terms to all individuals, companies or groups thereof who can provide evidence of their technical and financial qualifications and are nationals of the member states of Banque Africaine de Développement and of the countries participating in Fonds Africain de Développement.

Submission of Tenders

Tenders should be addressed or sent to Monsieur le Président de la Commission Consultative des Marchés, Présidence de la République, Lomé (Togo), and should be received by 17.00 hours (local time) on 1st September 1983.

Date when Envelopes are opened

Envelopes will be opened in public at the offices of the President of the Republic of Togo on 7 September 1983, starting at 15.00 hours.

FINAL PERFORMANCES

KING LEAR
Adrian Noble's absolutely brilliant production. The performances by Michael Gambon (King Lear) & Antony Sher (the Fool) are nothing short of sensational!

BARBICAN THEATRE

Western corridor

A look at why high technology companies are being drawn to locations west of London along the route of the M4 motorway

When looking back at developments in the Western Corridor, we may recognize that the base is being laid here for a new industrial revolution with a comparable impact to the one that took place some 200 years ago.

So began the first detailed report on a stretch of the country which broadly follows the line of the M4 motorway, cutting a swathe through six counties, from Hammersmith in west London to Bristol.

A study by estate agents Knight Frank & Rutley, published last summer, showed a growing trend among international companies to locate themselves along the banks of the upper reaches of the Thames and amid the lanes of Berkshire.

With office accommodation in prime City locations costing about £30 a sq ft, plus £20 for rates and service charges, it was hardly surprising that companies, especially during a deepening recession, were looking for ways to cut overheads.

Corporate giants such as ICI, IBM, Blue Circle, Commercial Union, Rank Xerox and Chemical Bank decided that enough is enough; they have moved a majority of their staff out of central London or are considering doing so.

Despite the feeling in certain quarters of the property market, research by agents Jones Lang Wootton suggests that the great exodus from London is not quite so pronounced as it was during the 1970s, when the London Offices Bureau became adept at encouraging firms to leave the capital. Even so, the firm's research manager, Mrs Honour Chapman, believes that as many as 14 leading companies will depart from London, probably heading for the Western Corridor.

The Western Corridor has much to commend it as an area in which to live and work. From the employers' point of view it means, of course, cheaper overheads, while for employees there is often a better standard of living. Gone are tiresome and expensive journeys to work.

The most common recommendation of people who have moved out is that they can be home within 20 minutes of leaving the office.

The Western Corridor grew

almost without anyone noticing it, during the late 1970s. In particular it attracted companies involved in micro-technology and computer software. It has since expanded to something more varied than Silicon Valley in California, but it certainly does have its roots in the micro-revolution.

The report indicates that many office blocks built in the past 20 years will be uneconomic and difficult to adapt to the needs of the high technology office user. An excellent example is the decision by Rank Xerox to develop a new 150,000 sq ft campus-style complex on the Globe Industrial Park in Marlow, Buckinghamshire.

In the company's view, it was easier to develop from scratch and bring their various offices together under one roof than to lease existing space on the market. As a producer of advanced office equipment, Rank Xerox needed a building which could also act as a showroom for potential customers and a working "office of the future" was ideal.

Towns such as Reading, Basingstoke, Bracknell, Slough and Swindon are benefiting from the steady flow of companies moving out of London in search of pastures greener and cheaper. Even in the more expensive locations, total occupation costs seldom exceed £20 a sq ft.

While the recession has obviously sharpened the minds of large industrial companies such as ICI and British Steel, whose boards are questioning the need to maintain large, expensive central London monoliths, other sectors are addressing themselves to the same problem. Large financial institutions such as Chemical Bank decided to relocate from their offices in the Strand to Cardiff, and the world's largest bank, the Bank of America, is moving staff to Bromley.

As greater advances in modern office technology are made, it will become increasingly unnecessary for large head office operations to be based in London. Obviously, there will continue to be a demand for commercial space in certain parts of London—but the Western Corridor is poised to benefit most from the growing desire among companies to relocate away from the capital.

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A high level of building design is essential

In the main, these companies were manufacturing-based, and sought a particular type of building not seen in this country before. Hi-tech, they were called.

No one would suggest that, Britain's first hi-tech buildings went up in the Western Corridor, but it has the biggest number. In essence, a hi-tech building is constructed to such high standards internally and externally that it is difficult to distinguish between space designated for manufacturing and that for offices.

This high level of design is essential because the manufacture of micro processors and similar products require strictly controlled environmental conditions.



The impact of new technology is affecting office users, too. A report published earlier this year by two design consultants, and sponsored by leading members of the property and construction industries, suggested that a large proportion of Britain's 400 million sq ft of office space could become obsolete over the next decade as tenants find it increasingly important to respond to the advantages offered by new technology.

The report indicates that many office blocks built in the past 20 years will be uneconomic and difficult to adapt to the needs of the high technology office user. An excellent example is the decision by Rank Xerox to develop a new 150,000 sq ft campus-style complex on the Globe Industrial Park in Marlow, Buckinghamshire.

In the company's view, it was easier to develop from scratch and bring their various offices together under one roof than to lease existing space on the market. As a producer of advanced office equipment, Rank Xerox needed a building which could also act as a showroom for potential customers and a working "office of the future" was ideal.

Towns such as Reading, Basingstoke, Bracknell, Slough and Swindon are benefiting from the steady flow of companies moving out of London in search of pastures greener and cheaper. Even in the more expensive locations, total occupation costs seldom exceed £20 a sq ft.

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Baron Phillips
Property Correspondent



Restraints cramp development

Richmond and Kingston-upon-Thames have never fully accustomed themselves to being London boroughs even though they were included in the enlarged Greater London area as long ago as 1965. As primarily residential boroughs, they have experienced little industrial development, with the bulk of recent investment going into shops and offices.

There are several small, cramped factories in the middle of residential areas, which the council would like to see moved to what it considers more suitable sites, but which it does not want to lose altogether.

Among the more prominent employers are Watneys' brewery in Mortlake, British Aerospace in Ham and the National Physical Laboratory, and Thames TV in Teddington.

Industry in Kingston is mostly concentrated at Chiswick, in the south of the borough. Important employers include British Aerospace, Arrows Plastics, Delta Controls, International Paints, Rawlings, Decca, Plessey, Rétidiffusion, Spillers and GKN.

In contrast to the two London boroughs, Slough, 20 miles west of London, is essentially an industrial town. Since the 1920s it has been a centre of the food and metal

Few London boroughs have changed more strikingly in the past 10 or 15 years than Hammersmith and Fulham. From being rather seedy adjuncts of Kensington and Chelsea, the two predominantly Victorian inner suburbs merged with some significant rise in economic and social status.

The main reason is geographical good fortune; the borough happens to be in the right place at the right time. By road, given reasonable traffic conditions, Hammersmith Broadway is only 20 minutes away from either Heathrow or Piccadilly Circus. It is a short distance from three motorways, the M3, the M4 and the M40, which encompass and bisect the largest economic growth area in Britain—which is the subject of this Special Report.

As Mr Malcolm Allan, the council's economic development officer, puts it, it is the furthest eastern point on the western side of London—that is to say the closest to the West End and the City—where substantial new commercial and industrial development is possible.

For a small, tightly concentrated borough, it contains a remarkable amount of vacant land. Mr Allan readily admits that, by comparison with the docklands boroughs, industrial dereliction is not immediately obvious. But the scars of history are there in the form of numerous scattered sites.

The council has set up a joint working party with British Rail, North Thames Gas and the Central Electricity Generating Board to plan the future of Chelsea Creek, a 19-acre former goods yard adjacent to a disused network and the former Lots Road power station. Until recently it was "safeguarded" as a possible site for the London terminal of the proposed Channel Tunnel rail link, but that prospect has receded so far into the unpredictable future that the land is being released for mixed residential and light industrial use.

A similar joint enterprise is already developing new factories on a site next to the Western Region main line in the north of the borough. The Fulham power station, recently sold to a private developer, to the consternation of some local residents who are afraid of blue asbestos dust pollution during demolition, is to make way for small industrial units and warehousing. The council is hoping to do another deal with the generating board to lease a site behind Hammersmith Broadway for "yard based" industries, such as car repairers, who often cannot find or afford space on standard industrial sites.

Mr Allan cites these developments as examples of the council's determination to stimulate new investment. The outstanding example of

Rise in the social scale for once seedy suburbs

LONDON BOROUGHS

this is the north bank of the Thames, which stretches some four miles in a 180-degree sweep from Chelsea Creek to Hammersmith Bridge. It is potentially of huge value, in both property and amenity terms, yet with the elegant exception of Hurlingham it has been an ugly and decaying sprawl of oil depots and tattered industrial bases.

Things are at long last beginning to move on the riverside, but it has been a slow process, compared with the alacrity with which the developers have moved into central Hammersmith. Between January 1973 and September 1982 planning permission was given for more than 3,500,000 sq ft of offices, predominantly in the area around King Street and including the Broadway island site, which is still being argued about by London Transport and the Greater London Council.

A number of electronic and computer companies have also been attracted to the area. They include IBM, Honeywell, Prime Computer and Nixdorf.

The huge, sprawling borough of Hillingdon, nine times the size of Hammersmith, straddles the dividing line between town and computer belt. In the north are the leafy suburbs of Pinner and Ruislip, in the south the industrial centres of West Drayton and Hayes, to which originally coal and brickmaking industries were attracted by the Grand Union canal. Along the southern rim are the airport hotels, most of which appear to be doing well out of the conference business.

West of Hammersmith lies the greener and more spacious borough of Ealing. Despite its image as a rather grand suburb, it is surprisingly industrial, with substantial concentrations in places like Acton, Southall, Perivale and Greenford.

Park Royal, adjoining Wester Avenue, is still, after several decades, the largest industrial estate in London. A new extension, Park Western, is under construction by Unigate and Metal Box and will provide some 400,000 sq ft of factories and warehouses and 300,000 sq ft of offices. The first prospective tenant is the BBC, which again suggests more high technology.

As well as having good communications, Ealing also claims to levy some of the lowest rates anywhere between London and the Bristol Channel. The town centre has been extensively redeveloped with offices, restaurants, and the borough is one of the GLC's preferred office locations.

Nor the less, Ealing has seen a particularly sharp rise in unemployment, from less than 4 per cent in January 1980 to 11.6 per cent present. That is

slightly below Hammersmith's 13 per cent, but in Southall it is as high as 16.4 per cent. Much of that has been caused by redundancies among large manufacturers such as Hoover, although, as Mr Chris Barnes, the council's economic development officer, points out, it is difficult with a spread of more than 3,000 different industries, to discern precise trends.

As the apex of the west London triangle broadens out to embrace the boroughs of Hounslow and Hillingdon, the dominating economic influence comes from Heathrow. The airport itself employs 40,000 people directly and an estimated 60,000 others in associated industries and services.

Manufacturing still employs one third of Hounslow's workforce, prominent names being Fairley Hydraulics, Gordon's Gin and Mercedes-Benz. But other firms such as Firestone, Coto and United Biscuits have closed down all or part of their operations and been replaced by service industries.

The last four years have also seen plans approved for more than 1,500,000 sq ft of factories and warehousing, nearly all of it speculative and much of it with the council as an active partner.

Ealing has seen a sharp rise in unemployment

Mr Allan believes that the borough can become a centre of high technology, as it has an outstanding advantage in containing almost the entire BBC television empire, with all its ancillary demands.

Among the longer established large employers are Thorn/EMI, Heinz, Nestle, Express Dairies and Wimpey, most if not all of which have had to shed jobs in the last few years. Unemployment is still at what is, by contemporary standards, the acceptable level of 7 per cent, but a recent blow has been the impending departure of Black and Decker and the consequent loss of a further 460 jobs.

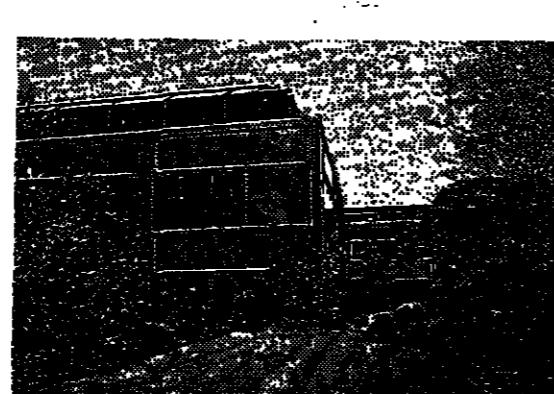
Mrs Stephanie Wakefield, the council's economic development officer, says there is still a strong demand from developers for land.

With the fourth Heathrow terminal already under construction, both Hillingdon and Hounslow have an intense interest in whether or not permission is granted for a giant fifth terminal on the Perry Oaks site. Councillors are, for the most part, guardedly in favour, because of the economic benefits, but they recognize that it will put still greater pressures on transport, housing and infrastructure, and create renewed demands for the release of Green Belt land.

JY

Bed down
Nursery

Beats London inside and out



Estimates of Rents, Rates and Running Costs of comparable properties in alternative locations

	Rents, Rates & Running Costs per sq ft.
City of London	£46
West End of London	£33
Windsor	£20
Slough	£20
Reading	£18.50
Gateway House, Basingstoke	£12

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SPECTRUM

Reagan's cowboy sidekick

The Times Profile: William P. Clark

Ask almost anyone in Washington these days who is the most influential member of the Reagan administration and the reply will invariably be "Judge Clark".

Although this is a name largely unfamiliar beyond the shores of the United States, in the 18 months since he was appointed national security adviser, William P. Clark has emerged as President Reagan's eminent grise - a loyal friend whose advice is not only sought and heeded on all foreign policy and national security issues, but whose homespun wisdom frequently guides the president in his approach to domestic issues.

Clark's admirers claim he has become the most influential national security adviser since the post was created after the Second World War, notwithstanding such illustrious predecessors as McGeorge Bundy, Henry Kissinger and Zbigniew Brzezinski. Yet unlike Kissinger's shuttle diplomacy or Brzezinski's political theorising, Clark is hardly even seen, let alone heard, in public. Instead, he prefers to burrow himself away in his basement office at the White House only a few short steps away from the President's Oval Office.

Clark's detractors, who have become increasingly vocal in recent weeks, claim that his public reticence is a mask for shortage of knowledge, that he avoids interviews and press conferences where possible for fear of betraying his ignorance of basic issues - as he did during his notorious Senate confirmation hearings following his nomination as deputy secretary of state two and a half years ago.

His low profile, however, reflects his own approach to his role as national security adviser rather any desire to shield himself behind anonymity, although he is by nature a self-effacing, almost shy person. Whereas Kissinger saw himself in the mould of a present-day Tallyrand, initiating and executing policy on global scale, Clark sees his role more as a backroom boy.

It was Clark who initiated the "mini-memo" system of keeping Reagan informed about current affairs when he was Governor of California. Each issue was reduced to a one-page memorandum consisting of a statement of the problem, its pros and cons, a brief analysis and recommendations. This is basically the system which Clark still uses today to keep the President abreast of international events. This is the basis of what Clark likes to describe as the Reagan Administration's "step-by-step" approach to diplomacy, which eschews grandiose schemes but instead reacts to problems as they arise.

Clark's influence lies in the access he has to the president and the trust Reagan has for a man who has been a friend and loyal confidant ever since his early days as Governor of California. He was rocked by a homosexual scandal involving members of his staff which threatened to destroy his presidential ambitions.

News of the scandal was suppressed for 10 weeks and, when finally it became public, provoked accusation of a cover-up. As head of the leadership team which emerged from the crisis, Clark played the key role in helping Reagan to overcome the fall-out from his scandal.

One of the side effects of this affair was that it produced the kind of collective leadership which in subsequent years worked efficiently for Reagan in California and set the pattern for the president's White House staff. Three of the President's top White House aides at present - Clark, Edwin Meese, counsellor to the President, and Michael Deaver,

deputy White House Chief of Staff, were members of the leadership group that emerged at that time.

Every day at 9.30 Clark briefs the President on major foreign policy and security issues. Often he is accompanied by experts to explain a particular issue - something which Kissinger or Brzezinski would never have done as they liked to portray themselves as experts on every issue.

Clark is one of the few people in the White House who has virtually unlimited access to the President. When they are not working they often go riding together or sit around chatting with their feet up.

But perhaps the key to Clark's influence is the degree to which he and the President share similar views about politics, America, and the world in general. Both are men of instinct rather than intellect, with clear, deep-rooted views about good and evil. Both are instinctive conservatives who, like Mrs Thatcher, favour a return to the values that made America great in the past. Like Reagan, Clark believes the Soviet Union has gained a margin of superiority over the US in nuclear weapons and that America must rearm militarily and rebound economically.

The two have other things in common. They both have that soft-spoken charm so often found among ranchers who clearly prefer the easy-going outdoor life of the West to the three-piece-suited formality of Washington. Both have ranches in California, both are self-made men with little in the way of academic qualification and both were Democrats who converted to Republicanism in the 1960s.

Clark's wife Joan, a refugee from Czechoslovakia whom Clark met while working for army counter-intelligence in West Germany, once described her husband's relationship with Reagan thus: "Reagan and my husband are both western men. They love the outdoors. They are at peace with themselves."

Helene Von Damum, a long-time Reagan aide until her recent appointment as US Ambassador in Vienna, added: "Perhaps the secret of their rapport is that Bill and the President are both cowboys at heart."

Clark, aged 51, is proud of his cowboy heritage. Even in Washington he often wears cowboy boots, and on the wall of his White House office hangs the six-shooter which his grandfather, a close friend of Wyatt Earp, used to wear when he was Sheriff of Ventura County in California. The revolver, and the sets of green-bound volumes containing the opinions Clark wrote as a justice of the California Supreme Court, seem to symbolize what could be described as his law-and-order approach to life. Behind his affable exterior lies an iron will and a firm belief in the rightness of his way of thinking.

His thinking invariably tends to mirror that of the President. He said recently of his relationship with Reagan: "I know what his inclinations are and I do not try to dissuade him". It has been said that he knows every contour of the heart and mind of the President and of other senior White House advisers.

Clark has recently come in for strong criticism for encouraging Reagan's conservative instincts, at a time when pragmatists in the administration were urging the President to adopt more moderate policies to avoid alienating voters at home and allies overseas. Newsweek expressed concern about

whether periods of government stringency it may have had to set survival above effectiveness. It has been forced to adopt parochial standards because of government pressure to promote only what is British" was one typical response from the respondents who included some considerable most of the country's leading store by design; in particular by funding a special programme to encourage industry to employ design consultants to the Royal College of Art. Widely

benefited from government interest in design, which is now under fire, is the Royal College of Art. Widely regarded as among the best in the world, the college rector, Lionel Rostow, was eventually confirmed by the Senate, but only after much lobbying by the administration and the loss of considerable Congressional goodwill. Clark is known to have been a strong supporter of Casper

Adelman, who was identified as the man who is striving to preserve the purity of the President's programme against the onslaughts of pragmatists and closer liberals who abound in Washington. Patrick Buchanan, a conservative columnist, remarked: "Bill Clark is a Reaganite who shares the President's world view and sees it as his duty to translate the President's ideas into foreign policy. That is why White House moderates are bellicose; that is why this city is out to get him".

Perhaps Clark's biggest advantage in resisting criticism is that he holds no overriding political ambitions. He has made it clear he intends to return to his 900-acre ranch in San Luis Obispo

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In fact he goes so far as to put a precise figure on how much it is worth spending on a "well-designed", as opposed to an "average" office interior. After a three year study into the relationship between office design and productivity funded by the US Government, Brill calculates that it would be worth a company spending up to £5,000 per employee on better furniture and partitions, and higher space and acoustic standards.

But before designers start congratulating themselves too much, Brill also claims to have discovered that when it comes to aesthetics, a lot of interior designers are getting it all wrong foisting their own likes on reluctant users. "Aesthetics and attractiveness count with almost everybody in enhancing environmental satisfaction, thus influencing job satisfaction", he told the New York magazine Metropolis.

But the vast majority of the people that Brill talked to hated the whites and greys and beiges of so many modern interiors. They were not too keen on bright reds and oranges either. And wood, even fake wood, was much more popular than chrome or steel. People preferred pastels and soft colours.

Now there are whole shelves of ergonomic data on how best to design computer keyboards: what colour to make them, the pitch of the keys, the slope of the board itself, and so on. But none of it is much use when it comes to designing the new so-called "user friendly" com-

puter equipment: machines that do not intimidate the computer illiterate. According to Design magazine, the data is all based on the traditional "qwerty" keyboard fine for people who know how to type.

Design described Perry King and Santiago Miranda's work for Olivetti which seeks to come up with an alternative by starting from scratch. King and Miranda's research suggested that it was essential for novice users to know what each key would do symbolically before they pressed it. So they separated the part of the key that you actually press, and the bit which tells you what it does. Instead of a rigid membrane which is fitted with ribbed sensors, the symbols themselves go back to ancient Egyptian hieroglyphics to create pictograms which give machines more character.

Present day keyboard makes use of icons from the past

Friendly feelings

The Victorian inventors of the typewriter have left behind as strong and inconvenient a legacy to the computer industry as the eighteenth century mine owners whose tramways doomed the railways to the entirely arbitrary track gauge of 4ft 8½ins. The standard "qwerty" key layout - with q top left, working through to m bottom right is reputed to have been adopted as a device to slow down operators and stop them destroying the rickety early type writers.

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BOOKS

The last king of the global jungle

Finest Hour

Winston S. Churchill, 1939-1941

By Martin Gilbert

(Heinemann, £15.95)

The Last Lion

Winston Spencer Churchill, Visions of Glory: 1874-1932

By William Manchester

(Michael Joseph, £12.95)

Martin Gilbert exhausts the vocabulary of admiration. So much laborious research, so much historical erudition, so much narrative stamina - all this can hardly be over-praised. Yet in truth his monumental biography of Winston Churchill merits only one tribute: it is worthy of its subject.

This is the sixth volume of the biography proper (each of which is accompanied by several "Companions" full of original documents). It takes Churchill's career from September 1939, when he returned to the Admiralty, to December 1941, the month of Pearl Harbour. This period, particularly when Churchill as Prime Minister faced the onslaught of Hitler alone, was indeed his own as well as his country's finest hour. For after Stalin and Roosevelt entered the war Churchill became the littlest of the "Big Three," a journalistic expression he disliked for that reason.

Using Churchill's personal papers (over which he has a monopoly) and literally tons of further primary material, Gilbert gives a day-by-day account of his hero's contribution to the war. Two sources especially add

to the fascination and the novelty of his story. First there is the diary of Churchill's junior private secretary, Sir John Colville, who was, as Gilbert says, the Prime Minister's Boswell. Again and again Colville catches Churchill's human and humorous aspect. As the German bombers flew over Chequers, he records, Churchill commented wistfully, "I bet you a monkey to a mousetrap they don't hit the house". After they had bombed Baldwin's ironworks Churchill remarked, "Very ungrateful of them". When told that No. 10 was at risk from an unexploded land-mine in St James's Park he merely looked up from his papers and expressed concern for the ducks and pelicans.

The second major source is the intercepted enemy messages which were deciphered by the Ultra code-breakers at Bletchley. Gilbert has carefully juxtaposed this secret intelligence with the relevant minutes from Churchill's daily state. And he shows how important it was in determining the Prime Minister's strategy. These details are enthralling but there are so many of them that it is hard to see the wood for the trees. It is certainly impossible to tell from Gilbert that Churchill, in the excitement he invariably felt for cloak and dagger work of all sorts, set too much store by the decrypts. He assumed from Rommel's plaintive signals, for example, that the Desert Fox was weaker than was actually the case.

This suggests the fundamental fault in Gilbert's work - though to make the criticism is a bit like complaining about the shape of the pyramids. His book is history rather than biography: he has excavated

and presented the raw material of the past but he has not refined it into a life. He painstakingly recounts the events of Churchill's career, very largely from Churchill's point of view. But he seldom stands back and passes judgment. Thus, for instance, the general reader will get no clear impression from Gilbert's packed chronological account of how much responsibility Churchill bore for the Norwegian fiasco. Nor will he be able to estimate how far Churchill's obsessive meddling helped, and how far it hindered, the war effort.

Like Churchill himself, Gilbert is strong on narrative and weak on analysis. Yet even in 1,300 pages (only 300 of which are devoted to 1941) he cannot include every detail. And some of his omissions are, to say the least, surprising. For instance, he fails to mention the significant fact that Margesson, the Tory chief whip, was present when Chamberlain's successor was decided upon. He does not quote or discuss Churchill's gloowering assertion that he dismissed Wavell because "I wanted to show my power."

To sum up, then, *Finest Hour* is not a scuplt but a quarry, and though one may well at the absence of certain nuggets the overwhelming impression is that Gilbert has unearthed a treasure trove. Its total effect is to enhance one's respect for Churchill's supreme gifts as a "war man". Of course he was wayward, impetuous and maddening. But along among his colleagues he had the courage and the capacity to beat Hitler. Neither the prospect of invasion nor the reality of defeat in battle could intimidate him. "KBO"

was his motto - "Keep Buggering On".

His dogged fortitude is epitomized in the rebuke he sent to Halifax in March 1940 for taking "the line of least resistance".

That leads to perdition. Considering the discomfort and sacrifice imposed upon the nation, public men charged with the conduct of the war shd live in a continual stress of soul. Faithful discharge of duty is no excuse for Ministers: we have to contrive & compel victory.

Mos of Churchill's books were autobiography disguised, to quote Balfour's jest, as a history of the universe. William Manchester has produced a history of the universe as a biography of Churchill. Or to be more precise, Manchester has compiled a gigantic account of the end of the British empire, including in its discussions of Victorian sex, Edwardian science, and Georgian literature, not to mention long disquisitions on Indian, Irish, German and Russian affairs. And he has used the career of Winston Churchill as a peg to hang it all on.

Manchester is obviously intent on telling middlebrow America what the world was like before Uncle Sam walked to tell it in. He therefore translates pounds into dollars, dockers into longshoremen. He makes Britshers say "gotten" and explains unfamiliar episodes (such as The Charge of The Light Brigade) by reference to Hollywood films. Everything is grist to the Mancunian mill: Churchill is "gratified by descriptions of the new Winchester rifle by the first striperate, at the Bal des Quatre Arts in Paris; by the defeat of John L. Sullivan by James Corbett, and by the invention of the safety razor by an American bottle-

stopper salesman named King Gillette."

This sort of stuff does its best to convince one that *The Last Lion* is a hypertrophied Reader's Digest article manufactured by steam intellect for the mass market. Yet there is no denying Manchester's skill in processing a mountain of information (much of it taken from the official biography) and presenting it in assimilable form. Those who have the energy to persevere with his book (to say nothing of the strength to lift it) will find themselves gradually mesmerized by, and finally addicted to, the immense accumulation of detail.

But if Manchester's details differ from Gilbert's in being set in an interpretative framework they also differ in being, many of them at least, wrong. Manchester mis-spells names, garbles and misattribution quotations, makes errors over the simplest facts and figures, sacrifices accuracy and complexity in the interests of a good story.

Yet none of this seems to matter, simply because the story - Churchill's glittering progress to 1932 - is such a good one, and is told with such unflagging zest. Similarly one can suspend disbelief just enough to enjoy Manchester's heroic portrayal of his subject, a titanic natural force whirling between the poles of ambition and depression. In extolling the last king of the global jungle Manchester discounts the contemporary view that Churchill possessed "genius without judgment". Instead he is dazzled by, and he dazes us with, Churchill's "zig-zag streak of lightning on the brain".

Piers Brendon



Churchill's finest hour: the Prime Minister at a gun emplacement, and looking a little like Al Capone, when he toured the North East coast defences in July, 1940.

The boy who was Wednesday

A Yorkshire Boyhood

By Roy Hattersley

(Chatto & Windus, £8.95)

Vick for colds, cod liver oil and malt for warding off almost everything else. Harmsworth encyclopaedias for knowledge, the boy scouts for fresh air and ethics: this is the story of a very respectable childhood. Not a swear word is uttered in anger. Not a nipple is fondled in lust.

"I lived... surrounded by Wednesday," Roy Hattersley writes, meaning Sheffield Wednesday. The man who was Wednesday in Chesterton's famous tale, was an elusive, almost ominous figure. The child who was Wednesday, in Part One (I assume) of Hattersley's memoirs, is just as elusive, finally - even though this is a story told with obsessive concreteness. No fancy Catholic allegories here.

Let's get the class categories right first (this is England, after all). The blurb writer (who he?) claims that *A Yorkshire Boyhood* evokes "all the pleasures and pangs of a northern working class childhood". Hattersley himself, I think, would make no such claim.

Father was a priest who broke the rules and got married to a local merchant's daughter. There was then a stretch of dispiriting poverty in pre-war Sheffield, until Hattersley senior got himself a job as an assistance clerk, measuring out the dole for the unemployed. This, with help from various relatives, eventually meant that young Roy - an only, asthmatic child - could go to Miss Bertha Robert's private school. Well

away from germs, and well away, also, from any northern working class children.

The fascination of this book as a social document is precisely that it tells you the ups and downs (mostly ups, this being a "success story") of a lower middle class childhood. And like Robert Roberts's chronicle of the boy scouts for fresh air and ethics: this is the story of a very respectable childhood. Not a swear word is uttered in anger. Not a nipple is fondled in lust.

Hattersley thinks he will never be so proud again as when he passed (a year late) the exam to get into Sheffield City Grammar School. Proud Uncle Ernest sent him five shillings and called him "the Prof". He was neither promised nor bought a new bicycle. But there was no reluctance about the blazer.

In *The Uses of Literacy*, Richard Hoggart delved into the traumatic cutting-off of roots that grammar school entry might mean for some working class boys. There was a total break between the world of school and the world of home. Roy Hattersley, however, was achieving what his mother would have liked to achieve, herself, and what his father had skidded socially downhill from. Prefect, captain of cricket, head of Zulu House, the "brave new grammar school world" (in Hattersley's own words) absorbed him totally.

So totally, in fact, that this latter part of his book is by far the less interesting. You feel as though you have been gripped by the lapel, and face some Ancient Mariner of the classroom. There is a teacher in the life of every upwardly mobile child. In young Roy's there were

Assorted garbage

The Penguin Dictionary of Proverbs

Edited by Rosalind Fergusson (Allen Lane, £8.95; Penguin, £2.50)

Too many cooks spoil the broth. On the other hand, many hands make light work. You can find what you want in proverbs as in scripture. As a form of conventional folk wisdom, proverbs have been largely superseded by even sillier modern inventions such as television commercials, newspaper headlines, and quotations from the famous. Nevertheless we still use them, and we still invent them. Here is a new menagerie of the things, and I do not see the point of it. It contains more than 7,000 proverbs from all ages and all nations arranged in such plonking proverbial categories as CONTENTMENT and LUSTRUM. It includes newly minted proverbs. "Garbage in, Garbage out", and "The opera ain't over till the fat lady sings", which, characteristically, it gets slightly wrong. But it offers no explanation of origin or examples of the proverbs in use. For both these and other purposes *The Concise Oxford Dictionary of Proverbs*, published last year, is greatly superior and a proper reference book. The only use that I can see for this one is for the harassed heck seeking a tag with which to decorate an otherwise bald and unconvincing narrative. He would do better to invent his own garbage.

Philip Howard

Paul Barker

Colette By Joanna Richardson (Methuen, £12.95)

Colette - they very name is like a spell, evoking, as it does, in the mind of the *homme moyen français*, things respectively naughty and fattening that is cocotte and croquette. One of the many pieces of information supplied by Joanna Richardson in this biography is that it was the author's actual straightforward, legitimate surname, her father being a former Zouave captain, Jules-Joseph Colette, who lost a leg in 1859 and hopped sadly into the role of a provincial inspector of taxes. To appear before the public with this single name is to embrace a French version of the unpleasant distinction of Elizabeth Gaskell, still generally called Mrs. More directly it links Colette to later stage figures such as Arletty and Bourvil.

Joanna Richardson has written about many personalities on the French literary scene or, as in the case of Enid Starkie, within hailing distance of it. Here she has chosen to adopt the method more of an album than of a standard biographical narrative. Throughout, a large part of the text is composed of quotations, many from Colette herself, being either directly or indirectly autobiographical, from a wide range of contemporaries and from surviving relations and intimates, particularly a stepson.

The outcome of this procedure has many merits. It assembles a lot of detail and from an interestingly varied

The oo-la-la element

Maurice Goudeket, when she was nearly fifty, until her death thirty years later in 1954.

Joanna Richardson does not venture much in the way of criticism of Colette's books, attending to them, sensibly enough, in proportion to their generally received valuation. When she comes to the last three pages a critical white flag is hoisted when she leaves the job of giving a final estimate of Colette, without comment, to Maurice Martin du Gard, Gaëtan Picon, and Jean Cocteau.

The oo-la-la element is satisfactorily rich. Here is the testimony of the "socialite", André de Fouquières (one of the silly Fouquières, no doubt) about an evening at Missy's where he was the only man present.

At the very beginning of the meal, my neighbour pulled her skirt right up, without the least embarrassment, and holding it up in this position, she continued the conversation and

gave herself several injections of morphine.

Alas, firm in her confinement to written evidence, she gives us no idea of what left Colette so rumpled and surprised after her wedding night, even if, in a rare departure into speculation she writes, "she must have known, now, what corruption meant". Other items of scandal are rendered vivid by photographs, for example of the partially clad Colette holding out a beseaching hand to the dinner-jacketed Missy in their mimic, *Rêve d'Egypte*, banned by the prefect of police after a single riot-provoking performance.

All in all Joanna Richardson's *Colette*, if it leaves its subject still in a state of unashamed artificiality, earns the comment she herself passes on *Chéri*, it gives a good account of a certain well-defined milieu in the sometimes louche demi-monde".

Anthony Quinton

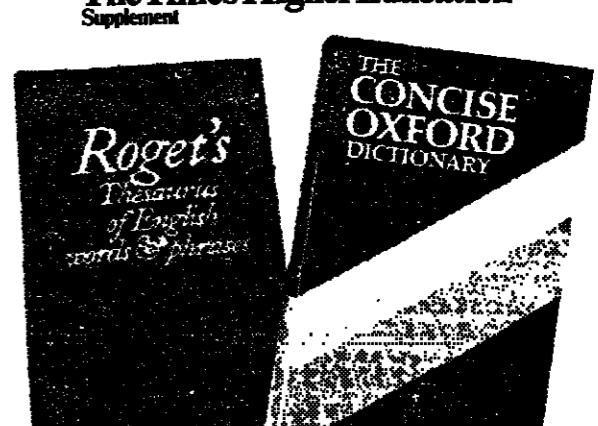
From the author of 'Tanamera' - a magnificent new novel of love and war...

A Farewell to France NOEL BARBER

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Fiction

Her cockles quivered in her marrowbone

The Facts of Life and other fictions
By Robert Nye

(Hamish Hamilton, £7.95)

"Who could have dreamt that

Kipling was G. K. Chesterton, one of the most relentless detectives that had ever lived? Who would have thought that the smiling Mr Joyce now approaching him was a common or garden blackmailer?" The questions perplex until you

have read *The Whole Story* by Robert Nye, one of sixteen "fictions" published at various times since 1970, and assembled in his new book. The answer therupon becomes evident. Mr Nye is quite the only person who would or could have dreamt up the fancies in this volume. Chesterton is impersonating Kipling naked butler at the house of Gertrude Stein, in order to uncover an Irish conspiracy, masterminded by Mr Joyce and Senator Doubt You Be Yeats to take over the Nobel Prize. Mr Nye is fascinated by earlier writers and loves to weave his fantasies about them. In *The Second Best Bed* Mrs Shakespeare, a lady of unpoetic mind, having regretted her husband's inadequacies as a lover, celebrates the marked improvement and new technique brought about by the Earl of Southampton.

But the subjects extend beyond writers and sex. We have fairy tales, science fiction, bizarre and unclassifiable anecdotes, all written in a definite and precise style as though they made sense, which is not always the case. The author deliberately tangles his forest of symbols. He pleads "a pure desire to tell lies" and means his lies to be comic. His lies are also most poetically described - phrases such as "a wit like a greengrocer", "her cockles quivered in her marrowbone", "the lumpy matress of self-reproach" - and if some of the more boldly meaningless are difficult to read, it is without doubt a very vivid and accomplished unrealism.

Andrew Gimson

A Farewell to France by Noel Barber (Hodder & Stoughton, £8.95)

Mr Barber, born in 1909, is a veteran globe-trotting journalist who has written some 30 non-fictional books of memoirs, history and travel, as well as one previous novel, the best-selling *Tanamera*, set in pre-war and wartime Singapore. His new 733-page blockbuster novel bids to do the same for the France of that period, 1931-44. It is what I believe is called a "faction", where intimate fictional lives are intertwined with big public events. Thus the young hero, Larry, a journalist in Paris and son of a wealthy Franco-American family, manages to find time for a richly erotic love-life in the intervals of sipping cocktails chez Paul Reynaud, swapping insults with Otto Abetz (Hitler's ambassador to Paris), helping de Gaulle to escape to Britain in June 1940, and blowing up a key German secret weapon plant near Reims in 1944. It is all quite preposterous - and very enjoyable.

The girl, alas, is not so pure as she would seem. Nor is Roy quite so honest with the reader as might be expected from a man of the old school. His pursuit of her is interspersed by an account of the girl's career, a spell in a topless club in Raynwater, particularly well described. Her blithely promiscuous search for a rich husband leads to the American. The American epitomizes all that is most repugnant in the successful advertising man. Yet even he, with his extreme willingness to do anything for money, besides being laughed at,

is given a certain humanity. He is not blamed or hated for his hollow weakness. The tone of *Dangerous Pursuits* remains too light for serious dislikes. It is one of the best attempts I have seen to make the tawdry culture funny.

They hop in and out of bed while Europe burns and their earth-moving orgasms are described by Barber in the same glowing physical detail as the political drama that ace-reporter Larry observes at such close range. It'll be good for sales. Through his high-level contacts, Larry is able to get scoops for his Washington paper on why Hitler murdered Roehm, on the secret Reynaud/Churchill meeting at Briare (he was guest of Reynaud) and much else. Then, when the Germans enter Reims, his sister Anna (married to a "good" German) is forced by the Gestapo to work as a whore in a local Wehrmacht brothel. But finally all ends well after Larry, now turned SOE agent, has foiled a Nazi bid to poison-gas London, by destroying a laboratory hidden in his father's underground champagne vaults. Son and Larry live happily ever after.

Barber's love-story is touching, and he gives a lively picture of France in turmoil seen through half-American eyes. His descriptive skills provide some good set-pieces, such as the refugee exodus from a doomed Paris, and Resistance battles where Larry's brother carves out the eyes of a captive Gestapo sadist. The endless name-dropping, and the contrived linking of public and private dramas, render the book ultimately ludicrous. But, for those who share Mr Barber's high-life, high-heroism fantasies, it makes for a rattling good yarn.



THE TIMES DIARY

Chatham bound?

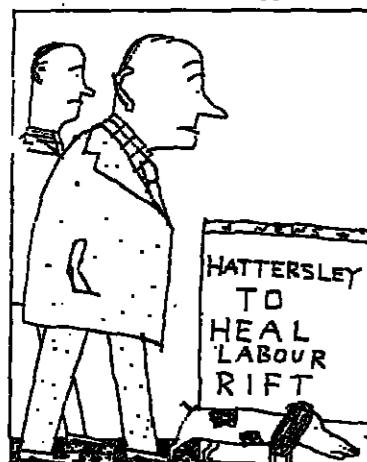
I have discovered a candidate for the succession at the Royal Institute of International Affairs - Chatham House - who is rather more amply qualified than the bevy of failed television executives and SDP politicians whose names have been canvassed hitherto. Sir Donald Maitland, the small but perfectly dressed diplomat who recently retired as permanent secretary at the Department of Energy after 30 years in the Foreign Office, would be an ideal operator in the job. Chief press secretary to Edward Heath as Prime Minister, and our ambassador to the EEC from 1975 to 1979, Maitland was sent to Energy because Margaret Thatcher thought him the best negotiator she knew. Highly regarded in the Foreign Office, he is the canny insider who could cause some high-class havoc among his former colleagues if appointed.

Anticipation . . .

How could they think she would lose? Hodder and Stoughton's new catalogue announces the November publication of *The Making of the Prime Minister* by *The Observer's* Simon Hoggart and *The Guardian's* Michael White, two students of politics generally thought to have some nous. The publication will never happen. Hoggart says it was always understood that the book would be written only in the event of a Thatcher defeat, the intention being to chronicle the emergence of a new leader in the way Theodore White has done at successive American elections. The catalogue says the book will cost £9.95, and have 224 pages, but you will look in vain. Ghost writing, I call it.

• First Cambridge fresher: "Are you with Christ?" Second: "No, but I have a friend in Jesus."

BARRY FANTONI



"Has he discovered microsurgery?"

Party games

Ed Boyle, producer of Capital Radio's *Party Pieces*, is looking for an ambitious Conservative MP to join his team. Robin Squire, the MP for Hornchurch, having quickly followed his four predecessors from the Tory benches to the ministerial ranks, Boyle says he particularly chose Squire, a sopping wet, because he thought there was no chance of his being promoted in a Thatcher government, yet within a year Squire has become PPS to the Transport Secretary. The curse of *Party Pieces* works both ways, though. Both the Labour and Liberal representatives on the programme, Christopher Price and William Pitt, lost their seats in the election.

Happy Carl

Rochampton Church School could have on its hands the first first-form play to get a transfer to the West End. At least, Carl Davis, the composer, assures me there is "considerable commercial interest" in a full-scale musical he has written for his daughter's 11-year-old classmates. His collaborator on the project is Hiawyn Oram, author of the children's book *Angry Arthur*, who has two sons at the school. *The Prince and the Mermaid* is a modern version of Hans Christian Andersen's *Little Mermaid*, and Class 1's six performances in the school hall next month are already sold out. Davis, who will return from conducting his *Napoleon* score in Paris to work on two big film projects (*Far Pavilions* and *John Irving's Champion*), says: "The real thrill would be if the children's show is taken up by other schools."

Punchy panache

Janet McTeer left RADA a few weeks ago with four prizes including the Bancroft Gold Medal for best actor or actress, the Sir Emile Littler award for "outstanding talent and aptitude for the professional theatre", and the Barton stage-fighting prize. Her first professional engagement is playing Lady Stanfield in *Lady Windermere's Fan* at the Nottingham Playhouse from July 6. She gets one line: "I suppose so, Mr Dumby. It's been a delightful season, hasn't it?" No doubt she will put it across with much inner meaning, but I would like to see more play given to her stage-fighting technique.

FColin Harris, the postmaster at West Bergholt, opened a roll of new £1 coins the other day and found a blank one - headless, tailless and unmilled. He thought he might have a find, like a uniquely blotted stamp, but Colchester coin dealer John Street dashed his hopes by explaining that such coins are worthless, and must carry a misprinted emblem to be of any value. The Mint tells me that of all the coins it produces, about one in 10,000 is damaged in some way.

PHS

John Barry outlines the background to Tuesday's Commons uproar

The nuclear skeletons rattling Labour

Pinning the tail on the donkey is an old game. Pinning cruise missiles on Labour is newer. But if the uproar in the Commons on Tuesday is any guide, it could become a regular pastime for the Defence Secretary, Mr Michael Foot.

Politically, sound tactics. As the date approaches for deployment of the first cruise missiles at Greenham Common, a convincing demonstration that the decision had been backed by governments of both major parties would surely blunt some of the political force of the inevitable protest.

So Mr Heseltine seemed to be making two charges. Specifically, that the last Labour government was party to a decision in principle by Nato that nuclear forces in Europe should be modernized, a decision which was the precursor of the December 1979 agreement (by a new Conservative government) to deploy Pershing 2 and cruise missiles. Mr Heseltine singled out an April 1979 meeting of Nato defence ministers, at which Labour's Mr Fred Mulley was present. More generally, he said that Labour's present stance was "the reversal of everything that every Labour defence secretary since 1945 has believed".

In reply, Mrs Foot and Healey challenged Mr Heseltine to publish Cabinet records - something they must know that neither he nor Mrs Thatcher could do - claiming that these would reveal that Labour had taken no decision on Pershing and cruise.

The matter was not discussed in Nato circles, and no decision was taken until the end of 1979," Mr Healey claimed in the Commons last December. But as Dr David Owen, Foreign Secretary in the Callaghan government, retorted a few days later: "That was patently untrue and Mr Healey knows it."

The truth is that senior Labour ministers played a major role in the two-and-a-half year debate within Nato which preceded the deployment decision. The decision itself happened to be taken by the next government, but it was Labour ministers who had brought it to decision point.

Whether the Labour government itself can be said to have decided anything depends largely what is meant by "government", and "decided". All British governments handle nuclear matters with extreme secrecy; but Labour prime ministers have the additional problem of unilateral disarmament within their cabinet. So, in Mr Callaghan's government, from 1976 to 1979, nuclear matters were effectively decided by four ministers: Mr Callaghan himself and David Owen, Fred Mulley, who was defence Secretary, and the Chancellor, Denis Healey. The Cabinet figured scarcely at all. To complicate matters further, Callaghan was willing to make personal commitments - in private talks with President Carter, for example - which went beyond anything agreed even by the inner quartet.

(There was nothing new in this. Harold Wilson decided to continue development of the new Chevaline warhead for Polaris within days of his return to office in February 1974, but he did not seek formal cabinet approval until October. Even then the Cabinet was told almost nothing about the project.)

Mr Tony Benn, among others, has

done.) The paper lists six new weapons as possible candidates for Nato deployment but it warns that two - a new strike aircraft and a new ballistic missile codenamed Long Bow - are considered. The front runners are Pershing 2 and cruise missiles launched from land, sea or air. Ministers are told that between 200 and 600 new missiles are under discussion, with the British arguing for the lower figure. Ministers are warned that the West Germans will almost certainly insist on Britain accepting some on its soil.

In a deal with Callaghan to preserve Labour unity, Foot agrees that Callaghan at Guadeloupe may sanction continuing Nato work on possible new deployments. In return, Callaghan agrees that Britain will call for a major arms control effort by Nato to avert the SS20 threat by agreement.

October 1978: Bari meeting of Nato nuclear planning group - Mulley

present - decides to set up a special "high level group" of Nato defence and foreign ministry officials to consider nuclear modernization.

October 1979: Carter's national security advisor, Zbigniew Brzezinski, this secret to see Callaghan in Blackpool during the Labour Party conference. Callaghan agrees that western leaders should meet privately in Guadeloupe to take a political decision about deployment.

December 1979: To prepare for Guadeloupe, Callaghan brings Foot into inner group. A paper has been circulated on the work of the high level group. (The inner four have received this; Foot may not have



becomes formalized as the "two track decision": Nato will try to reduce the SS20 threat by means of arms control; but failing that will deploy new missiles in Europe.

April 1980: Nato's nuclear planning group meets at the Homestead US Air Force base in Florida. Mulley is present, at his own insistence.

The British election is underway, and Callaghan has said it is silly to pretend that Mulley can commit an incoming government. But ministers are to receive the definitive recommendation from the high level group, and Mulley, proud of his work so far, wants to see the final act.

The group's recommendation: 200 to 600 Pershing 2 and ground-launched cruise missiles. The ministers reaffirm that Nato does need to deploy new weapons and agree to pass the recommendation to their governments for final decision within the alliance later in the year.

Nato's formal "two track decision" was made in December 1979, by which time Mrs Thatcher was in office. But so long as Mr Callaghan remained leader of the party, the Labour Opposition supported the decision that he and his ministers had played such a large part in creating.

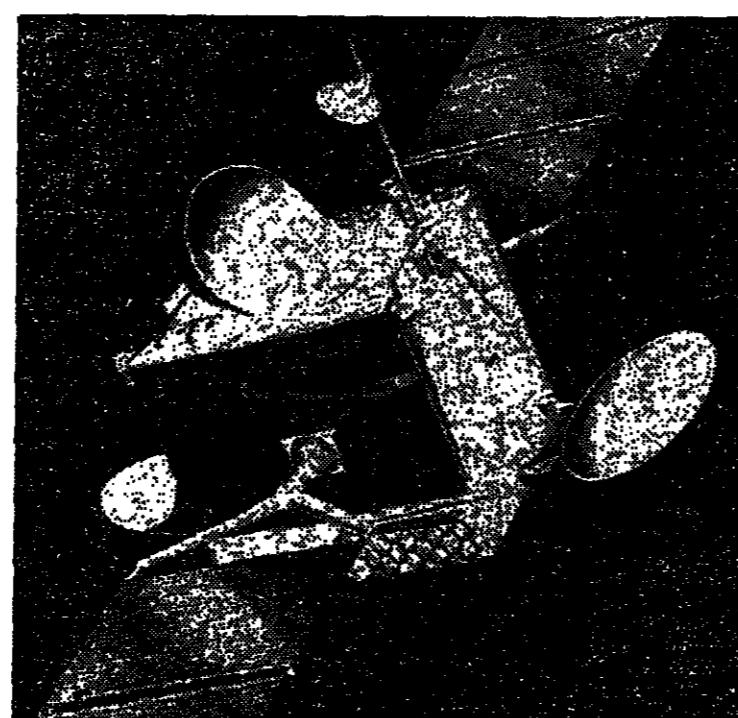
The fact that most of the Labour Cabinet, like most of the public, knew little or nothing of these debates and decisions says a good deal about the internal politics of the Labour Party and the obsessive secrecy of British government in general. What matters is that the handful of Labour ministers charged with those decisions took a very different view about nuclear matters in the secrecy of office than some of them will now admit in public.

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Callaghan: only an inner ring was kept informed. Mulley: insisted on being in on the final act

Can cable be kept in Whitehall's orbit?



Unisat: a source of potential conflict

If taken to the extreme, the cables could be owned by a British company but the programming pumped from satellites by multinational conglomerates.

A shareholders' meeting on Tuesday underlined the fact that publishing and broadcasting have entered a new era. The shareholders of Satellite Television met to approve an offer by News International for a 65 per cent stake in the company. SATV has been allocated one of the nine channels on ECS-1, which was launched two weeks ago and now orbits at the same speed as the earth 20,000 miles above it.

A few weeks ago, Goldcrest Films and Television, which has been responsible for financing films like *Chariots of Fire*, *Gandhi* and *Local Hero*, disclosed its satellite plans.

Goldcrest, a wholly owned subsidiary of S. Pearson and Son, has formed a partnership with four American companies to provide a premier film service via satellite to British cable television operators.

The partnership consists of Columbia Pictures, Home Box Office (which is a leader in offering pay television services on cable television in the United States), Twentieth-Century Fox and CBS.

So where is the Government's control mechanism preventing majority shareholding in foreign or publishers' hands? News International disqualifies itself on both counts and Goldcrest on one. The cable operators will be franchised by the Government (in time the Cable Authority) but channel providers are immune to such licensing.

The international nature of satellite broadcasting compounds this already complex issue. Control of satellite broadcasting, whether it be from low-powered satellites directed at cable television operators, as is the case with ECS-1, or from high-powered satellites like the one to be launched in 1986 with two BBC channels, has worried European governments for more than 10 years. The European satellite organization, Eutelsat, which represents 20

European countries, has been one of the forums used by those governments when airing their disquiet.

It is Eutelsat which has launched,

through the auspices of the European Space Agency (ESA), ECS-1,

the first of a series of five communication satellites. The allocation of the nine transponders (channels) demonstrates the political complexity of controlling content and distribution. Two have been allocated to Britain, two to West Germany and one each to Belgium, France, Italy, Norway, The Netherlands and Switzerland. If positioned correctly, television programmes can be beamed over Europe by all of them. With all the chaos which might ensue, Eutelsat, which originally designated the channels to the individual countries, insists that all signals are coded and no transmissions are authorized to any sovereign state unless by agreement.

However, there is also direct satellite broadcasting (DBS), as an alternative system that could bypass that agreement. Using this technique a high-powered satellite can beam signals over a very large area directly into homes which are equipped with a receiver which costs a few hundred pounds, as opposed to a few thousand as is the case with low-powered satellites. In 1986 the BBC will have two channels on a DBS satellite, Unisat, built by British Aerospace and Marconi and operated by British Telecom. Though the BBC has the ideal qualifications to meet the Government's control criterion, the power of its transmissions could bring it into conflict with European governments.

The French and the Germans are planning to launch similar satellites about the same time.

The European governments are in a quandary. Whose blueprint on satellite control should they adopt, if any? There is none in Europe that will cater for the imminent expansion of satellite broadcasting and America does not have one that is applicable. The United States does not have to ensure that diverse languages and cultures in its member states have to be protected, as is the current desire in Europe.

The international nature of satellite broadcasting compounds this already complex issue. Control of satellite broadcasting, whether it be from low-powered satellites directed at cable television operators, as is the case with ECS-1, or from high-powered satellites like the one to be launched in 1986 with two BBC channels, has worried European governments for more than 10 years. The European satellite organization, Eutelsat, which represents 20

European countries, has been one of the forums used by those governments when airing their disquiet.

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P.O. Box 7, 200 Gray's Inn Road, London WCIX 8EZ. Telephone: 01-837 1234

PACT OF SECRECY

It would be dangerous for the West to base any change of policy on the public outcome of this week's brief Warsaw Pact summit, or to exaggerate the military significance of disarray in the Soviet block. Certainly the Kremlin has difficulty in presenting a united front to the NATO countries. Romania in particular has caused problems, having already proved the main obstacle to organizing a long-overdue summit of Comecon members.

The Romanian President, Nicolae Ceausescu, again stepped out of line. He publicized his departure for the Moscow meeting while simultaneously releasing details of an interview granted to Swedish journalists weeks before in which he went against Warsaw Pact policy by criticizing the holding of manoeuvres as causing increased East-West tensions. He also repeated his earlier arguments for the withdrawal of Soviet troops from Afghanistan. He has consistently opposed the Kremlin on the issue of raising Romania's military budget.

It does seem strange too that the leaders of the seven countries should gather in Moscow for a summit, giving it minimal publicity beforehand, only to disperse after a few hours of consultation. The short official acknowledgment that the meeting had taken place gave no indication that such important issues as Poland or the forthcoming visit of the West German Chancellor, Helmut Kohl, to Moscow had been discussed. But does this really suggest a major rift or even inability to agree on the agenda?

The Warsaw Pact, unlike NATO, is not an alliance of independent states which can reach important political decisions only after long debate and public discussion. Because the communiqué adopted a mild

tone, making an appeal for a reduction in medium-range missiles in Europe and repealing Moscow's earlier disarmament proposals, does not mean that the seven were not able to reach agreement on anything else. It takes very little time to sign a document drawn up beforehand in Moscow.

Opposition by Romania, and possibly by Hungary, would not have prevented a decision to deploy Soviet missiles in East Germany or Czechoslovakia, whose governments fall slavishly into line with Moscow's foreign policy. The Soviet Defence Minister, Dmitry Ustinov, announced immediately before the summit that the deployment of new missiles by NATO would cause the USSR to "take measures in response, together with its friends" and there is no reason to believe that this stance has now been abandoned.

Warsaw Pact communiqués are not issued because communist leaders share Western convictions on the public's "right to know". They are regarded as important historical documents which can be referred to in decades to come as proof of the socialist community's peaceful intentions in the face of imperialist aggression. They are published in the languages of Western Europe and widely distributed in the hope of encouraging peace movements to regard the United States as the real threat to peace. The actual intentions of the Soviet leadership are seldom revealed.

A favourable proposal, repeated at the meeting of the Warsaw Pact's top body, the Political Consultative Committee, held in Prague last January, is to abolish both armed blocks. This would weaken disastrously the defence of the independent NATO countries while having little effect on Warsaw Pact members, tightly linked as they are to the USSR, and to each other, by bilateral treaties and party control.

POLICE AND POLITICIANS

A police chief who believes his force to be the victim of a political campaign to discredit it takes a bold course if he says so publicly. The response draws him into the political arena, and is exactly the kind of rising to provocation that his opponents will be looking for and may be able gleefully to exploit. Evidence and motive are seldom simple enough to make it possible to clinch such a charge. Sir Kenneth Newman shows clearly in his first annual report that he is needed by the hostile publicity that his force has been exposed to. A policeman under pressure is usually best advised to aim for the imperturbable note, but in this case it may be for the best that Sir Kenneth has taken the bull by the horns.

It has been a difficult first year, dominated latterly as far as the headlines are concerned by the Colin Roach affair, almost to the exclusion of the busy activity that has been going on to improve operational efficiency. It is natural that disproportion should see that proportion as unfair, but police effectiveness in a society like ours is ultimately dependent on trust, so the order of priorities has its logic. The death of Colin Roach aroused genuine suspicions in the black community. After the inquest there is no longer any real cause for suspicion about the actual manner of his death. But the inquest jury themselves expressed concern about the conflict of evidence over the lesser matter of how the news was broken to the family, and Sir Kenneth has rightly ordered a fuller inquiry in response.

The case would not have aroused such strong feelings if relations had not been poor in the first place. The Metropolitan Police cannot be absolved of a significant share of the blame for this. Since the Scarman report there have been energetic efforts at reform, both in London as a whole and in Hackney, where Colin Roach died. But distrust does not vanish overnight. There

Soviet troops are stationed in East Germany, Poland, Czechoslovakia and Hungary. Since the formation of the Warsaw Treaty Organization in 1955, all four commanders and all five chiefs of staff have been Soviet officers, and no East Europeans have held top-level command in the integrated structure, but only in their national armies. The Political Consultative Committee, which is supposed to meet twice a year, needs so little real consultation that it has held less than half the number of meetings stipulated in the Treaty. For serious decisions Soviet leaders have preferred to talk to their allies individually, summoning them to the Kremlin or to a summer place in the Crimea.

The communiqué repeated Soviet proposals for an East-West freeze on nuclear weapons, seen by some analysts as a way of limiting US technical innovations in order to maintain the present Soviet advantages in the widespread deployment of SS 20 missiles. It called for limits on military expenditure, clearly to the advantage of both sides, but especially necessary for the USSR in its present economic difficulties. But as there is no agreement between the two sides as to what each is actually spending now, it will be difficult to agree on monitoring budgets in the future.

If the mild tone of the Warsaw Pact statement means that some concrete proposals will materialize at the Geneva talks on intermediate nuclear forces, there may still be some hope that the deployment of cruise and Pershing II missiles will be less necessary. It is more likely, however, that the Kremlin's real intentions will emerge next week during the visit to Moscow of Chancellor Kohl, who has annoyed the Soviet leaders by his commitment to the deployment of US missiles and by his reviving of the issue of German reunification.

The council has insisted on a consultative body constituted as an organ of the borough; regardless of the merits of this idea, it is obvious that under this Government insistence on no other structure means that no structure at all will be set up. Its leaders have rejected "consultations where the police commander could state that he has heard what we say but will make his own decision". In doing so they reject not only the unsatisfactory London regime, but any regime in operation in this country. It is true that councils elsewhere appoint Chief Constables, receive their reports and make comments on them. But, in Lord Scarman's words: "Neither politicians nor pressure-groups nor anyone else may tell the police what decision to take or what methods to employ". This principle is a condition of effective policing.

The border between proper and improper tactics is not easy to identify and haggling over its exact position is normally best left to politicians (who include zealous supporters as well as opponents of the police). But some contributions to the debate have been actively and irresponsibly harmful to race relations in London. The financial support given to the Roach campaign by the GLC and Hackney council was on a scale that seemed more appropriate to launching a political movement than gaining attention to an alleged individual injustice. Hackney Council for Racial Equality's practice of publicising cases of alleged police brutality and then refusing to give details is a cruel exploitation of local feelings. Hackney council's rejection of approaches from police seeking to set up consultative machinery of the kind recommended by Scarman and already proving useful in other boroughs displays an irresponsible readiness to

allow relations to deteriorate rather than attempt to improve them on terms other than its own.

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At the extreme, the stances of local activists dangerously resemble helping matters to get worse in order to create a case for radical solutions. Yet both police and local elected figures need to find means of co-operating if the police are to retain the community support which is essential to them. The special character of policing in London demands that ultimate responsibility should remain with the Home Secretary, but the London boroughs should be brought more fully into the formal process of accountability. They may not always seem to deserve it now - lack of power is apt to induce shrillness - but London needs a formal role for the elected local representative alongside the Home Secretary, in a working relationship which should neither diminish the police's control over operational activities nor subject them to the ideological will of local parties in power.

Tax threshold

From Mr D. G. Lindsay

Sir, At a time when the pressure of mortgage demand is pushing up interest rates, what is the sense in Government further encouraging that demand by raising the level up to which borrowers can obtain tax relief on mortgage interest?

If there is money available for tax relief, surely the married woman's claim to be individually taxed should have top priority? If she can now be allowed to invest at tax rates from 0 to 30 per cent, instead of suffering the effects of aggregation (at rates, often, of 65 per cent or more) the mortgage money famine might quickly dissipate.

Yours faithfully,
DAVID LINDSAY,
36 Orchard Coombe,
Whitchurch Hill,
Reading, Berkshire.
June 20.

Yours faithfully,
GEOFFREY VEYSEY,
County Archivist,
County Record Office,
The Old Rectory,
Hawarden,
Cheshire,
June 20.

Yours faithfully,
ROBIN MACLELLAN,
11 Beechwood Court,
Bearsden, Glasgow.

Yours faithfully,
STEPHEN WALKER,
Kraangevegen 25,
115 43 Stockholm, Sweden.

Yours faithfully,
GEORGE THOMSON,
70 Brompton Road, SW3.
June 20.

Yours faithfully,
D. CASSELL (former Chairman,
Central Criminal Court Journalists'
Association),
44 Radipole Road,
Fulham, SW6.
June 20.

Yours faithfully,
FRED V. WICKHAM,
The Corner House,
Beaconsfield Road,
Aldeburgh, Suffolk.

Yours faithfully,
ANTHONY PHILLIPS,
St John's College,
Oxford.

Yours faithfully,
MARTIN BRANNAN,
Ling Acire,
Portinscale,
Keswick,
Cumbria.

Yours faithfully,
FRANCIS GIBB,
The Serpentine Lido,
London NW1.

Yours faithfully,
JOHN L. COOPER,
The Royal Anthropological Institute,
56 Queen Anne Street, W1.

Yours faithfully,
MICHAEL H. DAY,
President,
Royal Anthropological Institute of
Great Britain and Ireland,
56 Queen Anne Street, W1.

Yours faithfully,
ANTHONY SHERWOOD,
18 Rivermount Gardens,
Guildford,
Surrey.

Yours faithfully,
JOHN L. COOPER,
The Royal Anthropological Institute,
56 Queen Anne Street, W1.

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The Royal Anthropological Institute,
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JUN 30 1983

Investment and Finance

City Editor
Anthony Hilton

THE TIMES

City Office
200 Gray's Inn Road
London WC1X 8EZ
Telephone 01-837 1234

STOCK EXCHANGES

FT Index 713.9 down 5.7
FT Gilts 81.94dowm 0.08
Bargains: 22.254
Datastream USM Leaders: 97.55 down 0.78
Tokyo: 884.19 up 5.95
Hongkong: 941.10 down 2.53
New York Dow Jones Average (latest) 1210.94 up 1.71

CURRENCIES

LONDON CLOSE
Sterling \$1.5275 down 65p
Index 83.9 down 0.2
DM 3.88 down 0.02
FF 11,600 down 0.0550
Yen 365.50 down 1.0
Dollar
Index 124.9 down 0.2
DM 2.5435 up 30pts
Gold
\$415.00 down \$1.50
NEW YORK LATEST
Gold \$414.85
Sterling \$1.5260

INTEREST RATES

Domestic rates:
Base rates 9½%
3 month interbank 9¾%
Euro-currency rates:
3 month dollar 91½%
3 month DM 5½%
3 month Fr 14½%
ECGD Fixed Rate Sterling Export Finance Scheme IV
Average reference rate for interest period May 4 to June 7, 1983 inclusive: 10.334 per cent.

PRICE CHANGES

Pentos 18+2p
El Paso £12.75 +93.75p
Atlantic Res 43p +3p
First Castle 92p +5p
Lee Cooper 141p +6p
Cowie 35.5p +1.5p
Time Products 14.25p-2.25p
B.I. 29p -3p
Copper Neill 17p -1.5p
Ranger Oil 720 -60p
Shaw Carpets 32p -2.0p
Trust Secs 54p -4p

TODAY

Interims: Arbutnott Dollar Income Fund (Div), Guinness Peat, Lincroft Kilgour, Speyhawk, Throgmorton Trust, Widney.
Finals: British Tar Products, Greene King, Hampton Gold Mining Areas, Scottish & Newcastle Breweries.
Economic statistics; Energy Trends (May), employment in production industries (May), overtime and short time working (May) unemployment & unfilled vacancies (June-July), stoppages of work due to industrial disputes (June-July), quarterly estimate of employees in employment (1st qtr)

NOTEBOOK

Companies have raised £1bn in rights issues on the stock exchange since April, but the Government's attempts to help monetary policy by opening up the corporate bond market have been less successful, featuring mainly banks, brewers and property developers.

Page 16

Greencoat plans rights issue
A rights issue to raise £4.81m and the creation of a financial services company has been announced by the ailing Greencoat Properties as the first step towards a major reconstruction.

The group plans to issue an extra 41.7 million ordinary shares at 12p a share on the basis of one new share for every existing share held. This is expected to raise £4.81m net of expenses. Of this figure £2.8m will go for investment and expansion of further financial or property services.

The remainder will be used to form a new financial advisory and investment company, Brown Goldie, and is a complete break with the group's traditional property side.

DEBT AGREEMENT: Mexico has reached agreement with 16 countries on stretching out about \$12bn of private sector debt, guaranteed by official export credit agencies. The Mexican finance ministry announced that the agreement was signed in Paris last weekend and would involve extending repayments over up to six years.

OPEC: The Organization for Economic Cooperation and Development yesterday recommended that New Zealand pursue a steady fiscal policy to avoid wide swings in economic performance.

HOTEL PLAN: A joint company, to be called Comfort Lodge (UK), has been formed by British Land Company and Comfort Hotels to build a hotels chain in Britain the two groups announced yesterday.

WALL STREET

Shares still in retreat

NEW YORK (AP-Dow Jones) - Wall Street stocks again retreat after pulling out of an early lead yesterday.

The Dow Jones Industrial average was down about 2.5 points at 1,206. The transportation index was also down 2.5 points to 574. The industrials had overcome an early loss of 2 and showed a gain of more than one point before slipping back.

Losers were about 8-to-5 ahead of advances and the trading pace was moderate.

Mr Monte Gordon, research director at Dreyfus Corporation, said that a key point would be the markets action if it dropped toward 1,200. "People may back off from purchasing it as it declines but there should be bargains hunting in that area," he said.

Another key market factor, Mr Gordon said, would be second quarter corporate earnings. "The market needs proof of pretty good earnings because it has extended its gains on that anticipation. The response that poor earnings - such as Texas Instruments - bring shows the market's deep concern."

General Motors was 72½, up 1½.

International Business Machines 118½, up 1½; General Electric 52½, up 3½; American Cyanamid 46, down 1½; Advanced Micro Devices 62½, up 1½; Sanders Associates 109½, up 2; Chrysler 31½, off 3½; Procter Gamble 54, up 2½; Texas Instruments 118½, up 2½; and Monsanto 89½, off 7½.

Maytag was down 2½, to 51½; Coachmen Industries up 1½, to 32; Nucor down 2, to 72; Standard Motor Products down 1½, to 53½; AVX Corp down 2, to 43; Burlington Northern down 1½, to 84½; Union Pacific off 1½, to 58½; Northwest Air up 1½, to 51½; and AMR down 1½, to 55½.

Evidence of US recovery is growing

From Nicholas Ashford Washington

Further evidence that the American economic recovery will continue for the foreseeable future has been provided by the latest index of leading economic indicators and an upwardly revised estimate of economic growth for the current year.

The leading index, which is designed to foretell economic trends in the next few months, rose by 1.2 per cent last month. Although this was the lowest increase this year it was the eleventh month in succession that the index has risen.

The gain followed increases of 1.4 per cent in April and 2 per cent in March. The leading index has grown by 14.7 per cent since it hit the low point of the recession in March last year.

Seven of the 11 indicators used to make up the leading index contributed to the advance, notably that for new business formations. A White House spokesman said the indicators showed that "the recovery continues to lay a solid foundation for continued growth".

Upwardly revised growth figures were revealed by President Reagan in a prepared statement at the start of a White House press conference on Tuesday night. Declaring that America's economy is beginning to "sparkle", he said his Administration was revising upwards its projection for this year's economic growth from 4.7 per cent to 5.5 per cent.

There was further good news for President Reagan yesterday when the Senate defeated by 55 votes to 45 an attempt by the Democrats to scale back the proposed 10 per cent cut in income tax which is due to come into effect tomorrow. The cut is the third and last stage of President Reagan's 25 per cent tax reduction approved two years ago.

Swings and roundabouts

WALL STREET

Parkinson confirms timetable for British Telecom sell-off

By Bill Johnstone, Electronics Correspondent

British Telecom, whose privatization will be the biggest sale yet undertaken by government, is to be kept as one corporation and shares in it will be on sale by autumn of next year, Mr Cecil Parkinson, Secretary for Trade and Industry announced yesterday.

The commitment came with the publication of the Telecommunications Bill which has been amended to allow the expansion of cable television without waiting for further legislation.

Mr Parkinson, whose department will be handling the Bill, said: "Our aim is to get the Bill on to the statute-book early next year. We shall set up the Office of Telecommunications (OFTEL) in the spring, which will oversee the sale of BT to small investors.

"As we always planned, the licence will contain special provisions to protect telephone users in rural areas, the network of call boxes, the 999 service and facilities for the disabled. A

costs, and changes to the organization designed to make the airline more competitive and responsive to the market."

These measures, which depend heavily on staff cooperation, will continue to have an effect this year, Lord King said.

"This involves reduced capital expenditure, lower operating

but flopped. The Government will want to redress its previous failure to attract small investors permanently and avoid upsetting the flow of funds in the City.

The Telecommunications Bill, like the last, will ensure that British Telecom loses its immunity from private prosecution. Subscribers will refer complaints to OFTEL which will operate like the Office of Fair Trading. OFTEL will have the power to ensure that British

Telecom - and any other operator - adheres to its contractual conditions and those of its operating licence, awarded by the Secretary for Industry.

Publication of the operating licence will be given to British Telecom is a significant concession by the Government. Despite pressure from its own backbenchers during the committee stage of the last Bill it did not publish it but published "guidelines" instead.

The government was severely criticized by some of its own backbenchers in the last Parliamentation. They claimed the liberalization

of the group prepares to go public - details of its issue are published today - there are three questions potential investors have to ask.

Will the current rate of growth continue? Is this company equipped to avoid the pitfalls which have caused others in the business to come unstuck? And has the current fashion for technology shares persuaded the company's advisers to expect too high a price for the shares?

The answers are encouraging. The speedier the advance in computer technology, and the more rapid the drop in the price of equipment, the more it makes sense to lease rather than buy. So prospects there are good.

The problem is of course that the faster the market changes, the more risk the leasing company has of being saddled with obsolete equipment, or worse, saddled with customers cancelling leases in favour of something newer or better.

But these problems are now well documented, so management should be able to avoid them. The only real problem then is whether the market is expecting too much. Because stock market fashions change, in the long term it probably is. But short to medium term, in the current climate, the shares will probably go very well.

\$77m profits for British Airways

By Michael Baily, Transport Editor

British Airways announced a better-than-expected \$77m profit for 1982-3 yesterday, confirming that the state airline is well on course for privatization measures by 1985-86.

This compares with \$72m estimated in May, and a \$24m loss last year.

Further gains could materialize from its new strategy this

year, says airline's annual report and accounts.

Lord King, the chairman, said BA faces the future with greater confidence than a year ago.

The board's strategy, adopted a year ago, has begun to pay off, he said.

"This involves reduced capital expenditure, lower operating

costs, and changes to the organization designed to make the airline more competitive and responsive to the market."

These measures, which depend heavily on staff cooperation, will continue to have an effect this year, Lord King said.

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**July 4th 1983
will be Independence
of America Day**

Bardon Hill Group PLC

(The Group's activities consist of quarrying and associated activities)

ANNUAL RESULTS

Year to 31 March	1983	1982
Sales	£25,808	£20,320
Profit before tax	3,067	2,410
Profit after tax	3,025	1,455
Dividend gross per share	14.3p	11.4p
Dividend net per share	10.0p	8.0p
Earnings per share —before tax	49.6p	39.4p
—after tax	49.0p	23.8p

Points from the statement by the Chairman, J. G. Tom

- 27% increase in pre-tax profits.
- Dividend increased by 25%.
- £5.9 million capital investment.
- All divisions profitable.

The Company's Shares are traded on the Over-the-Counter Market by Granville & Co. Ltd., 27/28 Lovat Lane, London, EC2R 8EB. Copies of the full Report and Accounts are available from K. J. Cure, Bardon Hill Group PLC, Bardon Hill, Leicester LE6 2TL. Telephone Coalville (0530) 36226.

NOTICE OF REDEMPTION TO THE HOLDERS OF

BEATRICE FOODS OVERSEAS FINANCE N.V.

6 1/4% Convertible Subordinated Guaranteed Debentures Due 1991

NOTICE IS HEREBY GIVEN that, pursuant to Section 1101 of the Trust Indenture dated as of August 1, 1971, \$997,000 amount of Debentures is called for redemption on August 1, 1983 at a Redemption Price of 100% of the principal price being redeemed plus accrued interest to August 1, 1983, in order to satisfy Sinking Fund requirement.

Coupon Debentures of \$1,000 denominations, called in full:

21	1842	4101	6716	9746	12171	13990	15625	18931	20909	23500
41	1865	4142	6725	9755	12190	13909	15654	17261	18950	20928
61	1884	4161	6754	9785	12209	13928	15673	17280	18969	21233
85	1904	4188	6766	9806	12228	13947	15692	17300	18988	21423
109	1946	4233	6805	9825	12247	13966	15711	17334	19007	21611
129	1954	4251	6826	9845	12266	13985	15729	17355	19028	21801
149	1984	4271	6856	9865	12285	14004	15749	17375	19048	21981
169	2013	4290	6870	9902	12304	14147	15768	17375	19125	22369
189	2026	4309	6953	9955	12323	14166	15787	17412	19204	22127
209	2056	4333	6977	10015	12342	14185	15806	17431	19222	22569
229	2079	4354	7096	10034	12361	14204	15825	17450	19241	22597
249	2098	4353	7122	10070	12380	14223	15844	17469	19260	22716
269	2117	4374	7147	10089	12399	14242	15863	17488	19279	22835
289	2140	4394	7162	10108	12418	14261	15882	17507	19298	22954
309	2159	4581	7181	10127	12437	14280	15901	17526	19317	23073
328	2164	4724	7210	10173	12456	14299	15920	17545	19370	23192
347	2202	4743	7243	10201	12475	14318	15939	17564	19489	23211
366	2222	4762	7262	10237	12499	14337	15958	17574	19508	23230
385	2242	4782	7281	10272	12527	14357	15978	17583	19527	23249
404	2278	4831	7301	10299	12546	14375	15997	17597	19547	23269
423	2335	4851	7320	10318	12551	14384	16015	17647	19581	23289
446	2399	4878	7344	10338	12570	14403	16034	17664	19584	23308
465	2437	4897	7363	10357	12589	14422	16053	17685	19585	23326
503	2465	4916	7382	10376	12605	14441	16072	17704	19607	23347
522	2484	4935	7401	10395	12624	14463	16091	17723	19626	23365
541	2510	5029	7420	10404	12643	14482	16109	17742	19645	23384
560	2526	5048	7439	10425	12665	14501	16132	17761	19664	23403
579	2556	5062	7457	10446	12684	14520	16151	17780	19684	23422
598	2579	5081	7479	10466	12703	14539	16170	17799	19708	23441
606	2593	5102	7497	10486	12723	14558	16189	17818	19717	23460
636	2715	5121	7538	10624	12752	14580	16203	17831	19730	24113
655	2735	5135	7557	10642	12771	14599	16218	17850	19748	24132
675	2755	5155	7576	10661	12789	14627	16236	17868	19767	24151
694	2856	5222	7695	10681	12808	14637	16245	17886	19782	24170
713	2875	5251	7700	10700	12827	14656	16284	17913	19801	24189
732	2894	5270	7719	10719	12846	14675	16303	17957	19820	24222
751	2916	5289	7728	10801	12865	14694	16322	17978	19831	24241
770	2935	5311	7747	10822	12885	14713	16341	17999	19870	24264
789	2954	5330	7767	10841	12905	14732	16359	18018	19889	24283
808	3037	5346	7806	10860	12924	14759	16378	18036	19908	24302
827	3059	5375	8053	10879	12943	14770	16398	18055	19927	24320
846	3081	5394	8074	10898	12962	14789	16417	18074	19946	24339
872	3100	5430	8163	10917	12981	14808	16436	18109	19973	24417
891	3119	5457	8184	10936	13016	14827	16455	18128	20010	24436
910	3134	5476	8196	10954	13035	14846	16474	18147	20029	24455
930	3152	5494	8205	10974	13054	14865	16493	18166	20048	24474
950	3171	5524	8254	10993	13099	14884	16512	18185	20067	24493
970	3186	5551	8259	11026	13118	14903	16531	18204	20086	24512
989	3340	5574	8332	11045	13137	14922	16551	18223	20105	24531
1009	3562	5593	8475	11082	13156	14941	16570	18241	20124	24550
1028	3582	5612	8495	11102	13175	14960	16589	18261	20143	24569
1047	3600	5632	8512	11121	13194	14979	16608	18280	20162	24588
1067	3619	5652	8526	11139	13213	14998	16627	18298	20181	24607
1087	3649	5672	8546	11158	13232	15017	16646	18317	20200	24626
1107	3668	5692	8565	11175	13251	15036	16665	18336	20219	24645
1										

APPOINTMENTS

TSB Trust names new chief

Mr Brian Brown, who has been general manager of TSB Trust Company since 1971 and a director since 1976, has been appointed managing director of the company. Mr Roger Heydon, currently deputy general manager, operations, is appointed operations director and Mr Mike Ramsey becomes chief actuary.

Mr Caron Greig has taken over from Mr Peter Harding as chairman of the Baltic Exchange.

Mr Stephen Anson, Mr Leslie Clarke and Mr Robert Michell have been appointed associate directors of Vain Pollen.

Mr G.F. Symondson of the Distillers Company (Carbon Dioxide), of Reigate, has been elected chairman of the Allied Brewery Traders' Association.

Mr George Davies, managing director of Next, has been appointed retail managing director of J. Hepworth & Son.

Mr David Dixon becomes director, small ports, of Associated British Ports.

Mr Roger Lewis is new group chief executive of Crest Nicholson. He has been chief executive of the property division for eight years. Mr Anthony Fay has been appointed deputy chief executive of the group in addition to his work as chief executive of the commercial and industrial division.

Mr Richard Venables has joined the partnership of Lane & Partners.

Mr B.J.F. Haller becomes chairman of Philip Harris (Holdings) and remains managing director.

Mr John Lamb has been appointed senior accounts executive and head of New York marketing office for National Westminster Bank. He succeeds Mr Peter Newman who returns to the United Kingdom as senior accounts executive in London.

Mr Michael T.J. Walks, a general manager, Midland Bank, responsible for corporate finance division, becomes general manager (credit). Mr John E. Bennett, an assistant general manager, has been appointed a general manager for corporate finance division.

Mr Bob Diplock, sales director of RHM Foods since 1970, will now be assistant managing director. Mr Jeremy Preston joins RHM Foods in August as sales director designate and will take over after a handover period.

As Fraser shareholders vote, Derek Harris examines the demerger issues

Swings and roundabouts at Harrods

Shareholders in House of Fraser are gathering yet again in Glasgow today to decide whether Harrods, department store, should be separated from the rest of the House of Fraser chain.

It has always looked as if the idea of demerging Harrods was primarily another manoeuvre in the six-year battle by Lonrho for House of Fraser, the latest move in the struggle between Mr Roland "Tiny" Rowland, creator of Lonrho, and Professor Roland Smith, the Fraser chairman.

Yet for all this feeling, the merits or otherwise of the demerger are vital for both companies and for shareholders, who have seen Fraser's stock market value rise to around £330m on the hope that somehow the parts can be greater than the whole.

Mr Rowland may have been thwarted by the Monopolies and Mergers Commission from bidding for Fraser, but with Harrods as a separate company (and Lonrho presumably getting stock proportionate to its 30 per cent (Fraser stake)) perhaps he would look to mounting a bid for this blue chip part of the present Fraser group.

Given a demerged Harrods' likely market rating that might be expensive, but the split could still make it easier for Lonrho to sell its way out of the corner it is now in with its Fraser holding.

In the context of the ongoing Lonrho-Fraser battle, if the Fraser board led by Professor Smith was at least morally bested on the demerger issue at today's extraordinary meeting, then the Lonrho tanks on the Fraser lawns would be drawn as much nearer the front door.

It could be suggested cynically that institutions could vote for demerger on today's simple resolution that needs 51 per cent to be carried and against it the 75 per cent resolution – and retire to the sidelines with a sigh of relief and a relatively clear conscience.

But it would be a pity if all this obfuscated what is a real issue: would demerger be a good thing anyway?

It is not an easy question. That has been borne in on any shareholder who has tried to read through the paper mountain of circulars from Mr Rowland and Professor Smith.

A working party was asked by Fraser to look at the demerger implications to enable the Fraser board to make its own eventually negative decision on the idea. Management Horizons, the firm of consultants which has been helping Fraser to elaborate its new trading



Smith (left) and Rowland: Showdown in store

strategy for its department stores, made some contributions.

Some of the apparent confusions between Fraser and Lonrho statements arise out of use of differing figures from these two unpublished sources.

To try to clear a way through these thicketts, the National Association of Pension Funds asked Coopers and Lybrand Associates, the management consultant, to investigate the contrasting claims.

It was not asked for a judgement on the merits or otherwise of the demerger proposal and the eventual report came over as near

Lonrho tanks drawing near Fraser's front door

neutral. But Professor Smith did feel able to seize on one comment after Mr Rowland's claim that Fraser shareholders would risk nothing by demerging.

Mr Rowland's essential case on the demerger was that a profitable Harrods should be freed from supporting the rest of the Fraser department stores, particularly the heavy investment programme involved in Fraser's new trading strategies.

The Fraser board, with the two Lonrho directors demurring, pointed to drawbacks, including reduced purchasing power, loss of shared customers, reduced access to market information and reduced awareness of shopping trends as well

as the loss of Harrods as the Fraser flagship.

Risks would arise from a merger, the consultant said. It added: "Those risks will ultimately pass through to the shareholders who will have to judge whether their incurred is justified."

One Fraser circular points out that demerger would mean creating a Harrods head office structure and contends that overall there would be a net increase in total overhead costs.

Overall the cost of demerger could run to several million pounds, according to Fraser. The consultant clarified this further: on the basis of the working party's conclusions, a demerged Harrods and Fraser without Harrods would each suffer by several million pounds over the next few years.

Describing the additional costs as significant, the consultant nevertheless pointed out that vigorous management action might reduce or even eliminate them in the longer term.

A prime argument for demerger is that it would force particular the rump of Fraser to face up to the problems of loss-making and insufficiently profitable stores. Fraser's figures show that of pre-tax group profits Harrods alone contributed 52.9 per cent in 1979. The Lonrho directors quoted Harrods as providing 54.6 per cent of operating profits in 1982.

Mr Roland has pointed out that over five years Harrods paid Fraser group £43.9m in dividend while the group paid out to shareholders only £37.8m. As long as Harrods was

sufficient, there would be material effect on after-tax earnings.

But it added: "Given acceptable levels of profitability, it would be fair for shareholders to conclude that it is likely that tax losses and uncovered advance corporation would eventually be utilized."

The two sides are wide apart on estimates of return on capital employed.

The Lonrho directors' case is that only 35 of the other 102 Fraser stores will show a return over 10 per cent and that the total return of Fraser stores is targeted at 2.7 per cent. Harrods by comparison should earn nearly 30 per cent.

Fraser claims a group return in 1981-82 of 6.2 per cent, with Harrods at 11.7 per cent. In 1985-86, the group return is estimated at 8.9 per cent.

Target return on investment is 14.7 per cent, increasing to 17.3 per cent if modest property appreciation is included.

Professor Smith's camp sees no comfortable alternative to financing the rest of its stores except by keeping Harrods and its profits within the group. The Rowland case is that other sources of finance could be found, including cash raised from sale of underperforming stores.

In a demerger would shareholders gain on the Harrods swings only to lose on the rump roundabouts? It may be, on the basis of assets value, that Fraser without Harrods may not sink too low on market valuation. Bid speculation for both entities would also revive.

The question is whether there would be short-term gains for shareholders at the cost of building up future problems. Would, for instance, the demerger mean that it would be much harder to recruit and develop badly-needed quality retailing expertise given the better career prospects on offer in the single larger group? Could many underperforming stores be sold off at ready by a rump Fraser?

The demerger question cannot finally be divorced from the quality of those involved in the present situation.

Mr Rowland has put forward no perceptible retailing strategy for Fraser. Equally, Professor Smith, while there are recent trading improvements and more is being done to rationalise the use of trading space, has yet to produce telling evidence of a turnaround.

Whether for the Fraser board the Rowland tanks trundling nearer will act as an adrenaline-based incentive or a consuming distraction remains to be seen.

NOTICE

CANON INC.

Re: 6% U.S. Dollar Convertible Debentures due December 31, 1994 and adjustment of conversion price to be made as a result of the issuance of new shares of Common Stock for free distribution.

As required under Section 3.05 of the Indenture ("the Indenture") dated as of August 15, 1979 constituting the Convertible Debenture, a notice is hereby given that with respect to the issuance of new shares for free distribution resolved upon at the meeting of the Board of Directors held on June 1, 1983, the shareholders appearing on the register of shareholders of the Company as at 3:00 p.m. on June 30 (Thursday), 1983 (Tokyo time) (the record date) have been allocated one (1) new share issued on July 1, 1983 for each ten (10) shares owned, and as a result of such issuance of new shares for free distribution the following adjustment of the conversion price has been made pursuant to Section 3.04(A) of the Indenture:

1) Current conversion price before adjustment: Yen 505.90
2) Conversion price after adjustment: Yen 459.90
3) Effective Date of the adjustment (Tokyo time): July 1, 1983

CANON INC.
RYUICHIRO KAKU
President and
Representative Director

June 27, 1983

Chamberlin & Hill P.L.C.

Year ended 31st March	1983	1982
Turnover	£000	£000
Profit before tax	9,626	9,486
Earnings per share	275	486
Dividend per share	4.79p	13.51p
	2.90p	2.90p

This time last year there were positive signs of an improvement in the market for iron castings but this was short lived and we decided to reduce foundry capacity by closing the Leamore Lane malleable iron foundry. In contrast, our electrical engineering companies Petrel and Conduit Fittings, fared well throughout the year.

During the year the £550,000 Disematic installation at our Bloxwich foundry, was completed and is working well.

The balance sheet remains strong and the total dividend is maintained at 2.9p.

OUTLOOK
Both Petrel and Conduit Fittings are trading satisfactorily. Our foundry cost base has been significantly lowered by the action we have taken, but mindful of last year, we take a cautious view of market prospects.

J. D. Eccles, Chairman

Akbank Finançaları ve İhracatları Bank of London Ak International Ltd.

Ak International was established in London specifically to meet the growing needs of businessmen active in British - Turkish trade. It is a licenced deposit - taker and the first Turkish - owned subsidiary offering full banking services outside Turkey.

Ak International brings the expertise and extensive resources of its parents: Akbank, long a front-runner among privately owned Turkish banks, and the Sabancı Holding, Turkey's largest industrial group.

As of June 27, 1983, there is an institution in London capable and eager to provide specialist financing for trade between Britain, Turkey and major Middle Eastern countries whose commercial ties with Turkey have been growing substantially.

Ak International Ltd.
A licenced deposit - taker



AK INTERNATIONAL LTD

Copies of this Offer for Sale, having attached thereto the documents specified herein, have been delivered to the Registrar of Companies for registration.

Application has been made to the Council of The Stock Exchange for the Ordinary share capital of United Leasing plc ("United Leasing" or "the Company") issued and now being issued to be admitted to the Official List.

This Offer for Sale includes particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information with regard to the Company. The directors have taken all reasonable care to ensure that the facts stated herein are true and accurate in all material respects and that there are no other material facts the omission of which would make misleading any statement herein whether of fact or of opinion. All the directors accept responsibility accordingly.

The Application List for the Ordinary shares now offered for sale will open at 10.00 a.m. on Tuesday, 5th July, 1983 and may be closed at any time thereafter.



United Leasing plc

(Registered in England No. 1036608)

Offer for Sale by Tender by Barclays Merchant Bank Limited

of 4,107,142 Ordinary shares of 20p each at a minimum tender price of 140p per share, the price tendered being payable in full on application

Share Capital

Authorised	Issued and now being issued
£3,300,000 Ordinary shares of 20p each	£2,691,534 fully paid

The Ordinary shares now offered rank in full for all dividends and other distributions hereafter declared, paid or made.

Indebtedness

At the close of business on 3rd June, 1983, the Company and its subsidiaries had outstanding secured bank overdrafts of £3,642,922, unsecured bank overdrafts of £1,520,307, term loans of £2,344,131 and obligations to lessors of £853,902. Save as aforesaid and apart from contingent liabilities under irrevocable letters of credit amounting to £346,185, intra-group liabilities and charges granted to head lessors in connection with non-recourse leasing obligations, the Company and its subsidiaries did not have any loan capital (including term loans) outstanding or created but uninsured, mortgages, charges on other borrowings or indebtedness in the nature of borrowing, including liabilities under acceptances (other than normal trade bills) or acceptance credits, hire purchase commitments or guarantees or other material contingent liabilities.

Directors, Advisers and Bankers

Board of Directors	
Parry Andrew Mitchell (Chairman)	14 Welbeck Street, London W1M 7PF.
Ashley Harvey Mitchell (Managing)	14 Welbeck Street, London W1M 7PF.
Celia Janet Atkin	14 Welbeck Street, London W1M 7PF.
Peter Stuart Richard Atkin	1345 Avenue of the Americas, New York NY10105.
Howard Goldsobel (Non-executive)	14 Welbeck Street, London W1M 7PF.
Denis Mark Strauss (German)	1345 Avenue of the Americas, New York NY10105.

Secretary and Registered Office
Howard Goldsobel, 14 Welbeck Street, London W1M 7PF.

Issuing House
Barclays Merchant Bank Limited, 15/16 Gracechurch Street, London EC3V 0BA.

Stockbrokers
Phillips & Drew, Lee House, London Wall, London EC2Y 5AP.

Auditors and Reporting Accountants
Arthur Andersen & Co., Chartered Accountants, 1 Surrey Street, London WC2R 2PS.

Solicitors to the Company
Berwin Leighton, Adelaide House, London Bridge, London EC4R 9HA.

Solicitors to the Offer
Ashurst, Morris, Crisp & Co., Broadgate House, 7 Eldon Street, London EC2M 7HD.

Principal Bankers
Barclays Bank PLC, 19 Great Cumberland Place, London WIH 8BZ.
Midland Bank plc, 5 Threadneedle Street, London EC2R 8BD.
European American Bank & Trust Company, 10 Hanover Square, New York NY10015.

Receiving Bankers
Barclays Bank PLC, New Issues Department, Fleetway House, 25 Farringdon Street, London EC4A 4HD.

Registrars and Transfer Office
Close Registrars Limited, Arthur House, 803 High Road, Leyton, London E10 7AA.

History

Introduction
United Leasing was incorporated as Mitchell Management Services Limited in 1971 to manage Standard Chartered Leasing Limited ("SCL"), a newly established computer leasing subsidiary of Standard Chartered Bank plc. SCL grew rapidly and by March, 1976 computer equipment having a value of nearly £30 million had been placed on lease. At the end of March, 1976, the management agreement with SCL was amicably terminated under an arrangement whereby payments were made by SCL to United Leasing over a period of years related to the value of the then leasing portfolio of SCL. Thereafter United Leasing was developed as an independent leasing company.

By 1977 United Leasing was able to offer a comprehensive service for the supply and financing of IBM computer equipment in the United Kingdom and, to a limited extent, in other countries in Europe. The demand for its services increased rapidly. United Leasing GmbH was incorporated in West Germany in April, 1979 and Unilease Computer Corporation ("Unilease") was incorporated in the United States in September, 1980. In April, 1980 United Leasing formed United Hogg Robinson Leasing Limited as a joint company with Hogg Robinson Group p.l.c. in order to increase the range of computer leasing transactions which United Leasing could undertake.

Market Background

The Group operates in both the leasing and the computer equipment industries. Both industries have shown considerable worldwide growth during the past fifteen years.

The Leasing Industry
Leasing prior to 1970 was a relatively small component of total equipment financing. The latest available figures show that, in the United Kingdom, the members of the Equipment Leasing Association have recorded a growth in annual business from £321 million in 1973 to £2,834 million in 1982. In the United States over the same period, leasing business grew from \$12 billion to approximately \$43 billion. Leasing is now widely accepted as a means of equipment finance and it is estimated to account for approximately 13 per cent and 20 per cent of gross capital formation in the United Kingdom and United States respectively.

Brief Information

The following information should be read in conjunction with the full text of this Offer for Sale from which it is derived.

Activities

United Leasing and its subsidiaries ("the Group") are engaged primarily in the international marketing of high value computer equipment and the arrangement of related leasing facilities. The Group derives income from the purchase and sale of computer equipment, lease rentals, arrangement fees and from residual interests in leased computer equipment. Most of the Group's business involves equipment manufactured by International Business Machines Corporation and its subsidiaries ("IBM").

Issued Share Capital

£2,691,534 in Ordinary shares of 20p each

Trading Record

	Six months ended	Twelve months ended	
	30th September	31 March	
1978	1979	1980	
£'000	£'000	£'000	
Turnover	1,107	8,886	8,840
Profit before tax	300	401	378
	581	581	581
	1,114	1,114	1,114
	956	956	1,529

Offer for Sale statistics at the minimum tender price

Minimum tender price 140p per share

Market capitalisation £18.8 million

Pro-forma earnings per share*

after a tax charge of 34 per cent. 8.3p

assuming a notional tax charge of 52 per cent. 6.8p

Price/earnings ratio*

after a tax charge of 34 per cent. 16.9

assuming a notional tax charge of 52 per cent. 20.6

Indicated dividend per share for the twelve months ended 31st March, 1983 1.5p

Gross dividend yield based on the indicated dividend 1.5 per cent.

*Pro-forma earnings per share have been calculated by dividing the published earnings for the twelve months ended 31st March, 1983 (adjusted to take account of a notional saving in interest arising from the net proceeds of the Offer for Sale receivable by the Company as set out under "Earnings per Share and Dividends") by the 13,457,668 shares in issue following the Offer for Sale.

The tax charge of 34 per cent. is based on the actual tax charge which is principally in respect of deferred taxation.

There are a number of reasons for this growth. In the United Kingdom and the United States there exist highly favourable tax environments for leasing. However, the growth of leasing in other countries where fiscal incentives are less favourable, or even unavailable, indicates that leasing also owes its growth to other factors. It offers financing for the full cost of equipment, frequently at fixed rates and with payments usually equalised over the period of the lease, and it may constitute off balance sheet finance.

The Computer Equipment Industry

The main growth in the use of computers commenced in the early 1970's. The reduction in cost caused by the refinement and miniaturisation of the silicon chip has since resulted in the increasing proliferation of computer equipment. Use of computers is no longer the exclusive domain of the data processing department of large organisations but is now widely dispersed, particularly since equipment has become more "user friendly". Advances in telecommunications now enable remote locations to be linked into central computer installations. These developments are making increasing demands on central processing capability with the result that the market for central processors with associated peripheral equipment and terminals continues to grow.

Computer Leasing

Since computer equipment generally has a high capital value, low relocation costs and an established second user market, it is an ideal product for lease financing. The computer leasing business has, therefore, developed with the growth in demand for computer equipment.

From 1974 to 1977, the computer leasing industry relating to IBM equipment was significantly influenced by the use of Lloyds of London "P" policies. In effect, these policies insured the value of the residual interest in the equipment following the end of the primary lease but were often written on the equipment at an advanced stage in its product life.

United Leasing did not make use of these policies and the then executive directors publicly highlighted the danger to the computer leasing industry of their continuing use.

In the past, certain companies, particularly in the United States, failed to assess correctly the risks of computer leasing, especially in relation to the technological obsolescence of equipment. However, increasing specialisation, greater financial sophistication and better understanding of the computer leasing business have led to the emergence of a number of successful computer leasing companies, both in the United States and in the United Kingdom.

Business of the Group

The Group offers major users of IBM computer equipment the supply of equipment and the arrangement of lease financing facilities.

Business in the United Kingdom

Computer Equipment Supply

The Group obtains computer equipment for its customers either directly from IBM or in the second user market. It has, over a number of years, established a good relationship with IBM, whose policies serve, in the view of United Leasing, to encourage companies like United Leasing to distribute IBM's products and to provide support services such as installation, planning and customer education.

The Group is able to supply new IBM equipment competitively, partly as a result of IBM's long-standing practice of delivering particular items of equipment in the sequence in which they are ordered. Through early ordering, particularly of new models, the Group may be the sole immediate source of the equipment required by the customer. Moreover, by ordering equipment in quantity the Group is able to obtain volume discounts from IBM not normally available to the purchaser of single items of equipment. IBM also has a policy of standard pricing for the majority of its products but exchange rate movements between currencies may give rise to different prices of IBM equipment in different countries. By monitoring these prices the Group is able to supply equipment to its customers from the most favourable source.

Computer equipment, unlike other capital equipment, does not deteriorate physically. The same IBM model, whether new or second user, has an identical performance. The second user market therefore provides an alternative source from which the Group can supply its customers. IBM's practice of providing maintenance for second user as well as new equipment and the existence of independent specialist engineering companies has encouraged a strong second user market in IBM equipment. The Group is often able to supply equipment required by its customers from the second user market more rapidly and cheaply than by ordering from IBM.

Customers may be supplied by the Group with individual items of equipment or complete systems, which may be a combination of new and second user equipment. The cost of new individual central processors may range up to £5 million and typical medium-sized systems supplied by the Group, comprising a central processor and peripheral equipment, cost between £250,000 and £500,000.

The Group trades actively in the second user market, buying and selling computer equipment from other dealers and users. This enables it to assist customers in the disposal of existing equipment.

The Group provides a comprehensive planning service for the delivery and installation of equipment, which includes obtaining export/import and NATO licences and the arrangement of international transit and insurance. It uses the services of specialist engineering companies for the installation, refurbishment and warehousing of its equipment. One of the Group's primary objectives is to be the largest independent supplier of IBM equipment in the United Kingdom. It has a strong marketing department, divided into regional responsibilities, which actively maintains regular contact with computer users in order to obtain new business.

Lease Financing

The Group arranges lease financing for its customers in most cases by arranging facilities financed by third parties ("non-recourse managed leases").

Under such transactions the Group negotiates the terms of a leasing agreement between itself and the end user of the equipment using its standard form of agreement ("the sub lease"). Prior to installation of the equipment, the Group arranges to sell it to a third party, which in turn grants a lease ("the head lease") to the Group, generally using the Group's standard form of head lease agreement. The terms of the head lease usually provide for the Group to retain the benefit of the residual interest in the equipment at the end of the primary period of the sub lease.

The lease rentals due to the Group under the sub lease are assigned to the head lessor as security for the Group's lease obligations under the head lease, usually without recourse to the Group. The Group continues, however, in its relationship of lessor to the end user under the terms of the sub lease and supplies lease management and insurance services throughout the period of the sub lease.

Leases are usually for primary periods of three to five years. Rentals due from the end user to the Group are usually the same as those due to the head lessor and normally reflect the full cost of the equipment. The purchase price for the equipment paid by the head lessor to the Group may differ from the cost of the equipment as a result of which there may be either a cash surplus or, occasionally, a shortfall representing an investment by the Group. A cash surplus generally arises when the Group has obtained the equipment at a lower cost than that available when terms were agreed with the customer, or when the Group has been able to negotiate more favourable terms with a head lessor than anticipated. An investment is made in order to obtain a higher residual interest at the end of the lease and is more likely to occur at the beginning of the life cycle of new IBM models.

The leases are structured to enable the head lessor to take advantage of the tax allowances on the equipment; this enables the end user to benefit a lower rental than could otherwise be obtained, provision being made in the sub lease for the end user to bear the risk of first year allowances not being available to the head lessor. Any future changes in tax legislation or Inland Revenue practice which resulted in the non-availability of capital allowances to head lessors, or owners of equipment generally, would be likely to have a material adverse effect on the leasing industry as a whole. However, the directors of United Leasing believe that, given the specialist leasing services provided by the Group, such changes would be likely to have less impact on the Group than on those companies engaged in more general leasing activities.

In some cases the ownership of computer equipment leased to end users is retained by the Group and financed through its own resources ("own account leasing").

As a development of the Group's expertise in leasing, the Group is broadening its range of services to customers to include the provision of leasing facilities on non-IBM equipment and capital equipment unrelated to the computer equipment industry.

Business in the United States

In the United States the Group operates through its subsidiary, Unilease, which commenced business in March, 1981. To date, Unilease has concentrated on arranging leasing facilities for new IBM equipment in which a key factor has been its ability to find investors capable of using the available tax incentives. The majority of leases, both in value and in number, are refinanced without recourse to Unilease.

Unilease's strong beginning was assisted by changes in tax legislation in the United States permitting the tax benefits associated with the purchase of new equipment to be transferred from the purchaser of the equipment to third parties. The structure of leasing transactions in the United States is more complex and more varied than in the United Kingdom reflecting the flexibility afforded by the tax legislation and the diversity of potential lessors. The United States accounts for over half the world market for IBM computer equipment. The directors believe the potential for the growth of Unilease to be considerable and it is their intention to devote increased resources to this market in the future. Unilease's contribution to Group profit before tax in the twelve months ended 31st March, 1983 amounted to approximately 19 per cent.

Unilease is owned as to 82.9 per cent. by United Leasing with the remainder owned by the President and Senior Vice President of Unilease, who are also directors of United Leasing.

Business in West Germany

The Group operates in West Germany through its subsidiary, United Leasing GmbH, which commenced business in 1979.

A limited amount of business has been completed, involving the supply of, and arrangement of finance for, IBM central processors and peripheral equipment. Over the last two years transactions have been undertaken in conjunction with Boston Leasing, a division of the First National Bank of Boston, under which, at the end of the primary period of the lease, United Leasing GmbH will either repurchase or remunerate the equipment on terms agreed at the commencement of the transaction. United Leasing GmbH also retains equipment for leasing on its own account. Its contribution to Group profit before tax in the twelve months ended 31st March, 1983 amounted to approximately 24 per cent.

Equipment leasing in West Germany is an established method of financing capital equipment even though there are few tax incentives. The potential for computer leasing in West Germany is considerable and the Group is in the process of recruiting marketing and administrative staff for United Leasing GmbH.

Residual Interests

The Group may retain a residual interest in equipment through a non-recourse managed lease, an own account lease or an agreement giving the Group the right to remarket the equipment at the end of the primary period of the lease.

Equipment in which the Group has a residual interest becomes available at the expiry of the primary period of the lease or where the Group permits early termination of the lease. Such equipment may be sold outright, in which event the Group will be entitled to a proportion of the net sale proceeds, or be subject to secondary leases or lease extensions, in respect of which the Group will receive a proportion of the rental revenues.

Valuation of residual interests

To assess the potential return of any leasing transaction it is necessary for the Group to estimate the value of the residual interest it proposes to retain. Estimates are based principally on the Group's assessment of IBM's future pricing and product policy. After a major new product announcement by IBM, the Group produces projections of future values of residual interests in the new equipment through to its estimate of the date when the equipment will become obsolete. The Group maintains a continuing review of estimated values of residual interests.

The Group's knowledge and experience of the second user market is particularly relevant to its ability to estimate and realise residual interest values. In estimating such values the Group not only has regard to its own experience of trading in computer equipment but also to forecasts published by independent industry analysts. The Group's projections of residual interest values are, with few exceptions, lower than those published by International Data Corporation, a leading industry analyst.

Future values of residual interests cannot be predicted with certainty. While the Group makes every effort to anticipate changes in the value of residual interests, such values can fluctuate as a result of the introduction or delay of new products by IBM or its competitors, exchange rate movements and other changes in general market conditions.

Accounting for residual interests

Under the Group's accounting policy relating to non-recourse managed leases the net present value of the estimated future value of a residual interest is recognised as income at the start of the lease. The difference between the estimated future value and the net present value of the interest is recognised as income over the primary lease period in equal periodic amounts. The discount factor used reflects the risks inherent in the transaction and varies according to interest rates prevailing at the commencement of the lease term.

Where the acquisition of a residual interest involves a material investment the estimated future value of the residual interest less the investment is recognised as income over the primary lease period in equal periodic amounts. Where a cash surplus arises this is recognised as income immediately.

Further details of the Group's accounting policies are set out in the Accountants' Report.

The Group's residual interests

The Group has created a range of residual interests covering both central processors and peripheral equipment in order to protect itself against fluctuations in the values of residual interests in individual models.

In general, items of peripheral equipment, which have constituted an increasing proportion of the Group's residual value interests since 1979, have exceeded their estimated values, whereas certain central processors, announced by IBM in 1976 and 1977, and which constituted a large proportion of the Group's residual interests in earlier years, have produced lower realised values than anticipated. The Group's remaining residual interests in these older processors are now negligible. IBM's new 308X and 43XX series of processors, which comprised just under half of the value of the Group's residual interests at 31st March, 1983, have been designed to be modular; this enables individual processors to be upgraded to larger units of much greater capacity and should, therefore, maintain their lease life. The remainder of the Group's residual interests at 31st March, 1983 comprised peripheral equipment.

Customers

The Group concentrates on supplying equipment to customers of high credit standing. The marketing objective of the Group is to build up a continuing relationship with a customer in order to obtain subsequent orders. The Group's biggest customers, each of which has been supplied with IBM equipment having a value in excess of £2 million, are in the United Kingdom - British Steel, Esso Petroleum, The General Electric Company and The Greater London Council; in the United States - American Telephone & Telegraph, Dow Chemical, El Paso and Martin Marietta; and in West Germany - DLW (Deutsche Linoleum Werke) and Hoechst.

The Group is involved in any one year in a large number of transactions but, because of the nature of its business, it is likely that a relatively small number of customers will account for a substantial proportion of operating income. However, the particular customers and the proportion of operating income for which they account will vary from year to year. In the twelve months ended 31st March, 1983 transactions with the largest customer accounted for approximately 9 per cent. of the operating income of the Group and with the ten largest customers for approximately 37 per cent.

Business Sector

Competition

Within the United Kingdom the Group considers itself a market leader although there are approximately 30 other companies which operate in the same market as United Leasing. Most of these companies are small private companies or subsidiaries of overseas organisations.

In the larger United States market there are approximately 200 other companies which buy and sell used IBM equipment and approximately 50 large leasing and financial services companies which can be regarded as competitors.

Although the West German market for IBM equipment is larger than that in the United Kingdom, computer dealers and lessors have a much smaller market share than in either the United Kingdom or the United States. Direct competition is relatively fragmented consisting in the main of small companies.

In addition to companies operating in the same field, the Group is frequently in competition with IBM and manufacturers of IBM compatible equipment as well as other computer manufacturers and general equipment lessors including subsidiaries of major banks.

IBM

IBM is the largest company in the computer equipment industry. Its worldwide sales in the year ended 31st December, 1982 were \$34 billion of which \$19 billion were in the United States and \$10 billion were in Europe, the Middle East and Africa, including approximately \$1 billion in the United Kingdom. The directors estimate that IBM accounts for approximately 60 per cent. of the installed base of large general purpose computers in the United States and approximately 40 per cent. in the United Kingdom.

The past ten years have seen substantial growth in the manufacture of IBM compatible equipment by other manufacturers. This equipment, which is primarily produced in the United States and Japan, accounted in 1982 for worldwide sales of large computers equal to some 15 per cent. of those of IBM. In the light of the development of IBM compatible equipment, the Group is now able to approach a wider customer base.

The Group believes that its concentration on IBM computer equipment carries the particular advantages deriving from IBM's large customer base, the substantial amount of such equipment in the market place and IBM's record of supporting users with both software and maintenance services. The directors acknowledge that the Group is susceptible to changes in IBM marketing policies and to IBM losing its strong market position. However, they draw confidence from the continuing high proportion of the market for large computers held by IBM and IBM compatible equipment, as well as the consistency shown in IBM's business practices.

Directors, Management and Staff

Directors

Parry Mitchell, 40, Chairman, has fourteen years experience in the leasing industry and holds a B.Sc. in Economics from London University and an M.B.A. from Columbia University in New York City. He was the first President of the European Computer Lessors and Traders Association and is a member of the Management Committee of the Equipment Leasing Association.

Ashley Mitchell, 37, Managing director, is the brother of Parry Mitchell with whom he founded United Leasing. He has worked in the leasing industry for fourteen years and holds a B.Sc. in Economics from the London School of Economics and an M.B.A. from Columbia University. He has overall responsibility for finance.

Celia Atkin, 35, joined the Group in 1977, initially as a consultant, and became a director in 1979. She has extensive knowledge of the leasing industry having previously worked for SCL for three years, latterly as European Marketing Manager. She now works part time for the Group on a number of special assignments.

Peter Atkin, LL.M., 36, joined the Group in 1978 and became a director in 1982. He is a qualified solicitor with previous experience in both industry, with Associated British Foods plc, and in private practice in the United Kingdom, and is currently Senior Vice President of Unilease in New York. He is not a relation of Celia Atkin.

Howard Goldsobel, 37, has been associated with the Group since its formation and became a non-executive director in 1976. He is a practising solicitor and a partner in the firm of David Cohen & Goldsobel.

Denis Strauss, 36, joined the Group in 1976, became a director in 1979 and is now the President of Unilease in New York. He has worked in the leasing industry for twelve years.

Management and Staff

The Group has a staff of 56 people, of whom 20 are involved in marketing, 9 in finance, 5 in

lease management and 22 in administration and logistics. 11 staff are employed in the United States. At present, the Group has no full-time employees in Germany.

In addition to the executive directors, the senior management of the Group are as follows:

Pelham Allen, M.A., F.C.A., 31, recently joined the Group and is chief financial officer in the United Kingdom; he has previously worked for Arthur Andersen & Co. and BICC plc.

Peter Blair, B.Sc., A.C.A., 33, is chief operations officer in the United Kingdom. He joined the Group in 1980 from Computer Plus Limited where he was financial controller.

Nigel Franklin, B.A., M.Sc., 32, is German sales manager. He joined the Group in 1978, having graduated from the London Business School. He was previously employed by International Paint plc as a commercial manager.

Gwynnaf John, B.Sc., M.Sc., 32, is United Kingdom sales manager. He joined the Group in 1979 after graduating from the London Business School and working for ICL Plc as a sales executive and systems engineer.

Ronald Lissak, B.S., C.P.A., 27, joined the Group in 1982 from a private United States accounting practice and is Vice President (Finance) of Unilease.

Raymond Wright, B.Sc., 39, is manager of lease finance services in the United Kingdom. He joined the Group in 1981, having previously worked for IBM United Kingdom Limited and for Digital Equipment Corporation as a sales and marketing manager.

It is United Leasing's policy for all staff in the United Kingdom to be employed under similar conditions of service which include benefits under a contributory managed pension and life assurance scheme. Considerable emphasis is placed on training and it is Group policy to promote staff from within wherever possible.

In addition, the Group encourages staff participation in the business and provides rewards related to the success of the Group. Sales personnel are remunerated on a salary plus commission basis. Both Denis Strauss and Peter Atkin are shareholders in Unilease, and the former has become entitled since 1st April, 1983 under his service agreement to a percentage of the profits of Unilease. The directors are of the opinion that the Group's policy of open management and staff involvement through consultation has contributed materially to the success and development of the Group and will continue to do so to the benefit of shareholders. In December, 1982 the Group established a profit related share scheme under the 1978 Finance Act and an executive share option scheme.

Group Profit Record

The following is a summary of the results of the Group for the five years ended 30th September, 1982, the six months ended 31st March, 1983 and the twelve months ended 31st March, 1983. The summary has been extracted from the Accountants' Report and should be read in conjunction therewith:

	Six months ended 30th September						Twelve months ended 31st March					
	1978 £'000	1979 £'000	1980 £'000	1981 £'000	1982 £'000	1983 £'000	1978 £'000	1979 £'000	1980 £'000	1981 £'000	1982 £'000	1983 £'000
Turnover	1,107	8,686	8,640	9,173	18,887	17,287	26,205					
Operating income	514	873	1,191	1,915	3,391	3,262	5,132					
Profit before taxation and extraordinary item:												
United Kingdom	300	401	593	546	382	586	669					
United States	—	—	—	(40)	629	172	290					
Germany	—	—	(15)	75	103	198	370					
	300	401	378	581	1,114	956	1,529					
Taxation	(149)	74	(255)	(344)	(294)	(364)	(516)					
Profit after taxation and before extraordinary item	151	475	143	237	820	592	1,013					

In the five and a half years to 31st March, 1983 Group profit before taxation and extraordinary item rose from £300,000 in 1978 to £1,529,000 in the twelve months ended 31st March, 1983. This growth has been particularly rapid in the last three years with significant contributions coming from Unilease and United Leasing GmbH, following the Group's successful expansion into the United States and Germany.

The major part of the Group's operating income arises from leasing activities which, in the twelve months ended 31st March, 1983, accounted for approximately 87 per cent. of Group operating income. The balance arises from computer trading and other income.

Income from leasing activities includes income from the Group's residual interests. Net residual interest income recognised on non-recourse managed leases over the five and a half years ended 31st March, 1983 is shown in the Consolidated Statement of Source and Application of Funds in the Accountants' Report; in the twelve months ended 31st March, 1983 it accounted for 29 per cent. of Group operating income. Residual interest income derived from own account leasing is not separately accounted for by the Group but in the twelve months ended 31st March, 1983 it accounted for approximately 9 per cent. of Group operating income.

The timing, size and structure of individual transactions have had a significant impact on the profits of the companies within the Group, particularly Unilease and United Leasing reflecting the early stage of development of these two companies. Profits are also affected seasonally, the six months ending 31st March being usually the most active period of growth in the Company's financial year. The geographical spread of the Group's operations and the strong underlying expansion of the trading base throughout the period have, however, enabled the Group to show a rapid overall growth in profits over the last five and a half years. The Group tax charge is principally in respect of deferred taxation.

The Company has paid no dividends since incorporation. It recently changed its accounting year end from 30th September to 31st March.

The Group complies with the relevant accounting standards and guidelines including those specifically relating to lease accounting. Full details of the Group's accounting policies are set out in the Accountants' Report.

Earnings per Share and Dividends

Earnings per Share

For the twelve months ended 31st March, 1983 the net profit attributable to shareholders of the Company after an actual tax charge of 34 per cent. and after deduction of minority interests was £913,000. The directors estimate that, if throughout the twelve months ended 31st March, 1983, the funds (net of expenses) being raised by the issue of new shares at the minimum tender price had been available to the Company and had saved interest at 11 per cent. per annum, the adjusted profit attributable to shareholders after the same tax charge of 34 per cent. would have been £1,115,000 and after a notional corporation tax charge of 52 per cent. would have been £92,000.

On the basis of the number of Ordinary shares which will be in issue following this Offer for Sale, the adjusted profit attributable to shareholders stated above gives pro-forma earnings of 8.3p per share. On this basis the price/earnings ratio at the minimum tender price is 16.9 times. If these earnings were calculated after a notional corporation tax charge of 52 per cent. the resultant pro-forma earnings per share would be 6.8p, representing a price/earnings ratio at the minimum tender price of 20.6 times.

Dividends

On the basis of the results for the twelve months ended 31st March, 1983, adjusted as stated above, and the issued share capital following the Offer for Sale, the directors of United Leasing would have recommended a total dividend of 1.5p per share in respect of the twelve months ended 31st March, 1983 if the Company's shares had been listed. This would, at current tax rates, represent a gross yield of 1.5 per cent. at the minimum tender price of 140p and would have been covered 5.5 times by the adjusted profit attributable to shareholders (after the tax charge of 34 per cent.).

It is intended that

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Consolidated Statement of Sources and Application of Funds

	Year ended 30th September				Six months ended 31st March				Twelve months ended 31st March			
Source of funds	1978 £'000	1979 £'000	1980 £'000	1981 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000
Profit before taxation, minority interests and share of profit of associated company	300	401	902	565	1,039	930	1,440					
Add (deduct) items not involving the movement of funds—												
Net residual income recognised on non-recourse managed leases	(323)	(527)	(416)	(907)	(1,014)	(1,083)	(1,479)					
Depreciation of fixed assets and operating leases	36	54	72	124	648	1,086	1,464					
Total funds from (absorbed by) operations	13	(72)	558	(28)	673	933	1,425					
Increase (decrease) in long-term liabilities	337	9	(297)	830	4,897	(5,170)	(5,224)					
Decrease in working capital, as shown below	—	282	—	209	703	2,988	3,155					
Application of funds	350	219	261	911	6,373	(1,249)	(5,844)					
Net acquisition of residual interests	—	468	25	11	133	168	(36)					
Increase in fixed assets and operating leases at cost	53	46	213	122	2,336	1,885	591					
Interest (decrease) in bank deposits	—	—	197	23	3,513	(3,599)	(3,074)					
Increase (decrease) in long-term receivables	67	(295)	(779)	755	289	357	875					
Acquisition of investment in associated company	—	—	17	—	—	—	—					
Increase in working capital, as shown below	230	—	588	—	—	—	—					
Increase (decrease) in working capital:	350	219	261	911	6,273	(1,249)	(5,844)					
Accounts receivable and prepaid expenses	69	1,038	2,059	(2,401)	1,278	271	(2,944)					
Stock of computer equipment	1,459	(1,432)	787	664	1,015	(978)	622					
Current portion of net investment in finance leases	15	36	177	—	(92)	37	108					
Current portion of long-term loans	(92)	(19)	(64)	(233)	(70)	139	(115)					
Other current liabilities	1,750	111	(1,110)	1,065	(1,464)	(1,333)	3,549					
Movement in net liquid funds, as shown below	499	(16)	(1,261)	606	(1,370)	(1,124)	(4,176)					
	230	(282)	588	(299)	(703)	(2,988)	(3,155)					
Movement in net liquid funds:	586	(103)	(480)	—	365	(24)	(2,789)					
Cash	87	87	(772)	696	(1,735)	(1,100)	(1,777)					
Bank overdraft	499	(16)	(1,261)	606	(1,370)	(1,124)	(4,176)					

Notes to the Financial Statements

1. Turnover, cost of sales and other expenses

(a) The following items are included in:

	Year ended 30th September				Six months ended 31st March				Twelve months ended 31st March			
	1978 £'000	1979 £'000	1980 £'000	1981 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000
(i) Turnover:												
Interest income	12	11	59	57	54	166	193					
Sale of tax benefits	—	—	—	—	502	—	—	—	—	—	—	—
Income from the sale of tax benefits arose as a result of "Safe Harbour" legislation introduced by the Economic Recovery Taxes Act 1981 in the United States. This legislation is no longer in force.												
(ii) Cost of sales and other expenses:												
Auditors' remuneration	3	5	6	12	30	40	50					
Depreciation	36	54	72	124	648	1,086	1,464					
Research and development expenses	68	112	174	236	1,151	986	1,645					
Directors' remuneration	45	63	117	112	148	163	224					
Research and development expenses were incurred in respect of a project in one of the Group's subsidiaries, United Display Systems Limited.												
(b) Cost of sales includes depreciation expense that relates to the Group's operating leases and the cost of computer equipment sold to third parties or leased on finance or managed leases.												

2. Income received upon cessation of management service agreement and extraordinary item

Income received following the cessation in 1976 of a management service agreement with Standard Chartered Leasing Limited.

The extraordinary item recorded in 1980 represents income of £530,000 received in lieu of indeterminate amounts which may have become due to the Company after April, 1981 under the terms of the above mentioned management service agreement. No provision for corporation tax was required.

3. Profit before taxation and extraordinary item

Profit before taxation, extraordinary item and minority interests was derived from Group companies resident in:

	Year ended 30th September				Six months ended 31st March				Twelve months ended 31st March			
	1978 £'000	1979 £'000	1980 £'000	1981 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000
United Kingdom	300	401	393	546	382	586	869					
United States	—	—	—	(40)	629	172	290					
Germany	—	—	(15)	75	163	198	370					
	300	401	378	581	1,114	956	1,529					

4. Group taxation charge

	Year ended 30th September				Six months ended 31st March				Twelve months ended 31st March			
	1978 £'000	1979 £'000	1980 £'000	1981 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000	1982 £'000	1983 £'000
Current:	34	72	126	72	75	49	49					
Deferred:	(183)	74	(232)	(336)	(248)	(261)	(380)					
	(149)	74	(232)	(336)	(255)	(351)	(470)					

The current tax charge for the periods to 31st March, 1983 relates to the Group's overseas subsidiaries. The deferred taxation charge is stated after a credit of £72,000 in the six month period to 31st March, 1983, in respect of the Group's overseas subsidiaries. The UK Group taxation charge is based on a corporation tax rate of 52 per cent. reduced by the impact of stock appreciation relief and the utilisation of net losses as set out below:

	1978 £'000	1979 £'000	1980 £'000	1981 £'000	1982 £'000	198
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CRICKET: OXFORDSHIRE ARE THE ONLY MINOR COUNTY ON THE CREDIT SIDE AFTER THE FIRST ROUND OF THE NATWEST TROPHY

Worcestershire fall to a catch off the last ball

By Peter Marson

WORCESTER: Nottinghamshire beat Worcestershire by two runs

Nottinghamshire won off the last ball of the match yesterday. With Worcestershire requiring two runs to win, Elcock held out to Robinson at long-on off Saxby's bowling.

Defending a modest total of 169, Nottinghamshire struck to their gun in an admirable way, but there was consolation for Worcestershire, for whom D'Olivera's 48 had seemed to be a match-winning innings.

Frowning banks of clouds will have come into Neale's reckoning as he won the toss and invited Nottinghamshire to bat. Nottinghamshire's confident beginning might have given rise to Worcestershire's disquiet, especially with Randall and Rice waiting their turn in the wings. But Neale's confidence and Worcestershire's was soon to receive a considerable boost, with five wickets falling in 35 overs before luncheon for 101 runs. Patel and Illingworth were

the reasons why. Having marked the bowlers' impeccable length and line in half a dozen overs, Randall was probably impatient to display his virtuosity in the demolition business. Unfortunately, Humpries was thinking along similar lines and as Randall advanced and took aim, a brilliant stumping was the result.

With Robinson's run-out by Weston's splendid pick-up and throw in the previous over, Worcestershire's purple patch was completed when Illingworth's fifth ball in the same over, the 23rd, induced a false stroke from Wright. Weston, in the gully, held the simplest of catches. Batsmen were now held firm in the bowlers' grip. Illingworth, Patel and D'Olivera had prepared the ground and Elcock returned to finish off the rest, save for Hendrick, who did well in a late flourish to score 18.

Worcestershire needed to go at a shade under three runs an over, but if they thought they could cruise to victory they were soon proved wrong, with

Ormrod, Neale and Weston falling for 44 in 22 overs. There was little in it at this point

NOTTINGHAMSHIRE

B Haskett's	12
R T Robinson run out	11
J A Hendrick c & b Haskett's	10
T C E Rice c & b Weston	9
D J Rice b D'Olivera	8
A W French c & b Haskett's	7
K Scobell b Haskett	6
K E Cooper b Elcock	5
M K Rice not out	4
M Humpries not out	3
Extras (0 3, 10 8, w 1, n-b 6)	2
Total (80 overs)	169

FALL OF WICKETS: 1-29; 2-78; 3-107; 4-127; 5-143; 6-108; 7-137; 8-147; 9-158; 10-162; 11-168; 12-178; 13-187; 14-197; 15-198; 16-200; 17-208; 18-217; 19-226; 20-235; 21-244; 22-253; 23-262; 24-271; 25-280. Umpires: D J Constant and R Palmer.

WORCESTERSHIRE	0
J A Hendrick b Hendrick	1
J W Weston b Haskett	2
D J Rice c & b Cooper	3
D N Patel b Scobell	4
D B D'Olivera c & b Cooper	5
G S Humpries c & b Haskett	6
E M Humpries c & b Haskett	7
F K Illingworth b Cooper	8
A E Warner b Scobell	9
R J Elcock c Haskett b Scobell	10
A P Humpries not out	11
Extras (0 4, 10 15, w 1, n-b 4)	12
Total (80 overs)	168

FALL OF WICKETS: 1-5; 2-5; 3-4; 4-7; 5-12; 6-13; 7-14; 8-15; 9-16; 10-17; 11-17; 12-18; 13-19; 14-20; 15-21; 16-22; 17-23; 18-24; 19-25; 20-26; 21-27; 22-28; 23-29; 24-30; 25-31; 26-32; 27-33; 28-34; 29-35; 30-36; 31-37; 32-38; 33-39; 34-40; 35-41; 36-42; 37-43; 38-44; 39-45; 40-46; 41-47; 42-48; 43-49; 44-50; 45-51; 46-52; 47-53; 48-54; 49-55; 50-56; 51-57; 52-58; 53-59; 54-60; 55-61; 56-62; 57-63; 58-64; 59-65; 60-66; 61-67; 62-68; 63-69; 64-70; 65-71; 66-72; 67-73; 68-74; 69-75; 70-76; 71-77; 72-78; 73-79; 74-80; 75-81; 76-82; 77-83; 78-84; 79-85; 80-86; 81-87; 82-88; 83-89; 84-90; 85-91; 86-92; 87-93; 88-94; 89-95; 90-96; 91-97; 92-98; 93-99; 94-100; 95-101; 96-102; 97-103; 98-104; 99-105; 100-106; 101-107; 102-108; 103-109; 104-110; 105-111; 106-112; 107-113; 108-114; 109-115; 110-116; 111-117; 112-118; 113-119; 114-120; 115-121; 116-122; 117-123; 118-124; 119-125; 120-126; 121-127; 122-128; 123-129; 124-130; 125-131; 126-132; 127-133; 128-134; 129-135; 130-136; 131-137; 132-138; 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Commercial Property/ Baron Phillips

It's a buyer's mark-up

A number of property companies have been buying in their own shares in the stock market lately. This improves the asset value per share and leads to a consequent firming of the share price, writes Jonathan Clare.

This buying-in has already led to a re-rating in the stock market of Bradford, Warner and Town & City, Chichester Estates has applied for permission to buy its own shares.

Probably the best example is Samuel Properties, whose shareholders last week gave the go-ahead to buy in up to 2.89 million of its own shares. Earlier this week it bought the first block of 500,000 at 120p each.

Stockbrokers Scrimgeour, Kemp-Gee say that buying in all the 2.89 million shares would allow Samuel to show a very impressive return on capital.

Scrimgeour's property team said: "At the moment if Samuel were to purchase these 2.89 million shares at 150p, assuming the company is able to utilize the Advance Corporation Tax payable on the purchase it would raise their asset value by 30. This, at first sight, does not seem dramatic, but it represents an immediate capital return of 22 per cent, ignoring dealing costs."

If, as seems more likely, the company takes account of market timing and is more judicious in its purchases at an average price of, say, 125p, this return would rise to 48 per cent, a return which the company would be extremely hard pushed to equal from property development." Scrimgeour's calculations assume an asset value of 180p per share.

What this means for Samuel is that every £500,000 it spends on buying in the shares adds 1p to its net asset value per share. If the same £500,000 was spent on development instead it would have to generate a return of 48 per cent to add 1p to the asset value."

This widening of the powers to buy in shares should reduce the discount of property shares

to net asset value, something which has become an unwelcome feature of the property sector.

• Royal Life intends to sell 5,000 bricks from the Cavern Club in Liverpool, where the Beatles began their career, to raise about £10,000 for charity.

The bricks are from its £9m redevelopment of the site in Mathew Street as a pub, restaurant and shops. After a deal with a local company fell through, a national brewery is about to sign a tenancy agreement.

The scheme, now called Cavern Walks, has 23 shop units which will provide some high-class shopping and should attract tenants similar to those now trading in Covent Garden in London. The units are from £300 sq ft to 700 sq ft and rents range from £5,000 to £15,000 a year. Comparisons are difficult because at present there is nothing quite like it in Liverpool, but the amounts are said to be "not ultra-expensive".

First lettings are expected soon, with an opening plan for next May, when the city hosts an international gardening festival.

All told, 20,000 "Cavern" bricks were taken from the site. The rest will be used to build a new club on the site. Royal Life hopes Paul McCartney will nominate the charity. Agents are St Quentin and H & HJ Robinson.

Meanwhile Royal Life has let two industrial units on its West Cross development. The project is Royal Life's biggest single development and until now prospects had looked a little gloomy, though with more than 20 units in the scheme there is a long way to go yet. Agents are Brian Cooper, James Lang Wootton and St Quentin.

• Jones Lang Wootton's report this week saying that big City firms are not being enticed away by the attractions of the provinces makes an interesting contrast with last week's decision of Lloyd's Life Assurance to move to Peterborough in Cambridgeshire. The last big relocation to Peterborough was

Thomas Cook, the holiday and travel company, in 1977.

Interestingly, Lloyd's Life's managing director, Mr John Woolhouse, says one reason for the move is that he would rather own than rent property. This suggests some hard bargaining with the development corporation, where normal policy is to rent rather than sell. The bill for buying a development like the one Lloyd's Life is taking - 50,000 sq ft of offices on a site of 3.5 acres - is unlikely to be much less than £3m.

• Trafalgar House has formally put the 50,000 sq ft first phase of its £50m Shoe Lane development off Fleet Street on the market.

Geoffrey Carter, a Trafalgar director, said he was not too concerned about the large amount of space available in the area. "It's an unusual project," he said. "We are talking to a whole lot of people, but it would be wrong to give the impression that we are negotiating."

Rents in the area are between £15 and £20 a sq ft, and Trafalgar hopes to let at the top end of that range. A big City professional firm like an accountancy practice would be a good bet. The agents are Healey and Baker.

• Mr Gerald Ronson's private Heron Corporation is selling 10,000 acres of the former Howard Hughes estate in Tucson, Arizona, which it bought in March 1982.

The land, which is zoned for light industrial or residential use, will be sold for up to \$55,000 an acre compared with up to \$150,000 for similar sites in nearby Phoenix. Heron has already sold about 2,000 acres of the 12,500-acre estate. Agents outside the US are Richard Ellis.

• Leigh Developments and Sunleigh Holdings have received planning permission for the biggest yet office development in Bristol. But work on the 170,000 sq ft scheme will not go ahead until a large proportion has been pre-let. Agents are Stanley Alder & Price and Jones Lang Wootton.

The 250,000 sq ft Salisbury House in Finsbury Square, one of the largest office buildings in the City, has been refurbished.

The development includes nine shops fronting London Wall. Suites vary in size from 500 sq ft to 12,675 sq ft. Agents are Allsop and John Stanley.

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development by Trafalgar House Developments Limited

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Harris
Saunders

Blackwell House,

Guildhall Yard,

London EC2.

Tel: 01-6065751.

LEGAL NOTICES

PUBLIC NOTICES

NOTICE OF PROSECUTION

Banking and Accountancy Appointments

Two key appointments for prestigious merchant bank...

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Ideally possessing 3-5 years' experience with either a merchant bank or stockbroker; capable of bringing a lively attitude and professional manner to complement a highly competent and active team. Age indicator 27-32 years.

Executive

Ideally with a stockbroking, legal or accountancy background. Emphasis will be placed on a sound academic record with applications from M.B.A. graduates being considered at this stage. Candidates must be articulate, self motivated, looking for the challenge presented by corporate finance. Age indicator 24-27 years.

These positions offer high rewards, with considerable and stimulating prospects. Interested applicants should contact Roger Tippie, MA, Manager Banking and Finance Division, Michael Page Partnership, 31 Southampton Row, London WC1B 5HY quoting reference 33330. Telephone 01-242 0965. All applications will be dealt with in the strictest confidence.



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We invite applications from qualified accountants, who have wide accounting experience which will have ideally been gained, at least in part, in a banking or other financial environment. A knowledge of computer based accounting systems is desirable, but not essential. The successful applicant, who will report directly to the Managing Directors, will be responsible for dealing with the preparation of accounts for the Bank, its subsidiaries and associated Companies; also statutory banking returns and other related duties. Essential qualities are those to be expected for a senior position within a merchant bank. It is essential that all applicants have Jersey residential qualifications. Because of the importance of this position, an appropriately tailored salary and benefits package will be negotiable to make it attractive to the right person. Applications in strict confidence under reference QA14855/TI will be forwarded unopened to our Client, unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager.

CAMPBELL-JOHNSTON RECRUITMENT ADVERTISING LIMITED, 35 NEW BROAD STREET, LONDON, EC2M 1NH

South Yorkshire County Council
County Treasurer's Department

Group Investment Officer

Post No. T91

Grade PO2C
£13,413-£14,676

This is a senior position within the investment team. You will report directly to the Chief Investments Officer and be responsible for managing the equity holdings of the Superannuation Fund currently valued at £200 million out of a total portfolio of £325 million. In addition you will be expected to contribute significantly in the overall strategy formulation of the Fund.

You will be a graduate and/or relevantly professionally qualified, in your late twenties or early thirties. Your experience to date will have included at least two years practical experience in managing an equity portfolio within an institutional and performance orientated environment. Alternatively you will have spent a similar period employed as a senior investment analyst with experience of the main sectors within the UK equity market. Experience of foreign markets would be advantageous.

Further details can be obtained by telephoning Peter Rooney, Chief Investment Officer on Barnsley (0226) 86141 Ext 663. Application forms can be obtained from The Chief Executive (Personnel) South Yorkshire County Council, County Hall, Barnsley or telephone Barnsley 86141 Ext 266.

Closing date for applications 14 July 1983.

SYCC is an Equal Opportunities Employer.

SENIOR EQUITY ANALYST/PORTFOLIO MANAGER

Sun Life of Canada has assets of £600 million under management in the U.K., including some £200 million in equities in a number of unit-linked and conventional life funds. The range of funds is expected to increase substantially over the next few years.

It is anticipated that the above position will appeal to someone who is anxious to take on portfolio responsibilities in the near future, and who already has a thorough grounding in the analysis of ordinary shares. The successful candidate will be expected to work within a small team and play a role in its development. Aged around thirty, he/she should have at least five years' practical experience together with a degree or equivalent professional qualification. Evidence will be sought of the ability to present, and act on, clearly argued investment recommendations.

Salary for this position is negotiable and prospects for advancement are excellent. The wide range of company benefits includes a subsidized mortgage scheme, non-contributory pension scheme and free lunches. If you are interested, please send a detailed C.V. to:

Mrs C. S. Ives,
Personnel Department,
Sun Life Assurance Co of Canada,
2-4 Cockspur Street,
London, SW1Y 5BH
Tel: 01-930 5400 Ext 223

SunLifeofCanada

Graduates

Rapid Development Commence c.£14,000

If you are a graduate age 24-27 seeking your second job, just leaving business school or recently qualified as an accountant, this vacancy is an unusual opportunity to establish a career in finance where rapid development is the expected order of the day.

The requirements are a high grade first degree in Business Studies or a science requiring numeracy, the ambition and drive to be successful, self control and the confidence to conduct business with a wide range of people.

The position, based in the H.Q. of a large international Group, involves analysis and project work for the demanding requirements for companies in many parts of the world. It is a most interesting role requiring an understanding of the businesses and their environments in addition to the financial facilities available to them. There will be considerable contact at a senior level both inside and outside the Group. Appropriate further training will be provided but a fast pick-up is required.

Please apply in confidence, quoting ref. L66, to:

Brian H Mason,
Mason & Nurse Associates,
1 Lancaster Place,
Strand,
London WC2E 7EB.
Tel: 01-240 7805

Mason & Nurse
Selection & Search

Incorporated Society of Valuers and Auctioneers, London SW1

SENIOR APPOINTMENT FINANCE OFFICER

Applications are invited for appointment as Finance Officer of a leading professional body. The appointment will follow the retirement of the present holder on 30th September.

The successful candidate, who will be in charge of the Finance Department, will act as Clerk to the Finance Committee and will be required to introduce and maintain budgetary forecasting and control procedures reflecting departmental performance and to report thereon. Additional responsibilities will include the supervision and maintenance of the Society's premises and domestic services including stock control.

A professional qualification is desirable, but not essential. Salary negotiable. Applications are invited in writing to The Secretary at 3 Cadogan Gate, London SW1X 8AS and later than Wednesday 6th July 1983.

FINANCIAL CONTROLLER

Full time Financial Controller with retail background able to produce monthly management accounts and cashflow projections and other similar information. To work directly with the Managing Director and to be responsible solely to him. Will also be required to supervise small office staff etc. For expanding group of retail shops based in London. Salary negotiable but envisaged to be no less than £20,000 pa. Must be fully qualified and aged 30+.

Reply in writing in the first instance to:
Mr Murray, 88 Charlotte St, London W1

All applications will be treated in the strictest confidence and acknowledged by return.
Please state employees you do not wish your application to be forwarded in.

DECLARATION OF DIVIDENDS

UNITED PLANTATIONS BERHAD (Incorporated in Malaysia)

NOTICE OF DIVIDENDS

Notice is hereby given that in pursuance of a resolution passed at the Annual General Meeting held on 27th June 1983, a final dividend of 18 per cent less 40 per cent deduction of tax will be paid on the 27th August 1983 to shareholders of record on the 27th June 1983.

Notice is also hereby given to holders of share warrants that notice of cancellation of the warrants will be given to the holders of EDRs which were issued in accordance with the provisions of the Depositary Agreement and the conditions of issue, and other distributions pertaining to the warrants, or rights as provided in the Conditions of the EDRs and will commence on 27th June 1983.

DIRECTOR OF FINANCE

£20,000/£24,000 p.a.

Due to the retirement of the Director of Finance in late autumn, applications are invited for this post from qualified accountants holding Membership of the Institute of Chartered Accountants of Scotland or equivalent. A secondary qualification in business or management studies would be a distinct asset.

Reporting directly to the Managing Director and through him to the Board of the Corporation, the successful candidate, as principal financial advisor to the Corporation, will require to possess extensive experience in all aspects of the accounting profession, including financial planning, internal audit, management account, as well as a sound knowledge of computer application systems. He or she will be responsible for the overall management and supervision of a staffing complement of 45 spread over 7 separate functions.

In addition to proven financial expertise the selected applicant must, as a Director of the Corporation, be capable of making an active and positive contribution to the Corporate Management of the organisation. Accordingly previous experience in a similar capacity in either the public or private sector is essential.

There is a generous and attractive salary package, including leased car, Group Life Assurance Scheme, choice of pension funds and relocation expenses, if appropriate.

If you have the experience, qualifications and commitment necessary for the post and feel you can contribute to the development of the New Town — and ensure the continued profitability of the last 14 consecutive years in the town — then please complete the application form and job description to the Personnel Officer to whom completed forms should be returned not later than 11th July, 1983.

EAST KILBRIDE DEVELOPMENT CORPORATION
Afton House,
East Kilbride,
Scotland G74 1LU
Tel: EK 41111

Herts Computer Auditor £15k+Car
This successful firm of chartered accountants seeks a qualified accountant to establish a new unit within the H.O. Internal Audit Department. Essential prerequisites include: relevant computer audit experience, initiative, excellent communication ability, ambition and personal presence. The role involves computer audit technique development, training internal audit staff and liaison with "user" departments, including financial and non-financial staff. Excellent prospects upon proven ability. Ref. 925. Contact Nigel Hopkins, FCA.

London Borders Young Accountant £15k+Car
Expansion through internal growth and acquisition has necessitated this multiple retailer to seek a high-calibre qualified accountant to take responsibility for developing corporate planning, budgets and financial computer systems. Essential requirements include: age - mid 20s; professional/commercial background, effective communication skills and the initiative to implement and evaluate systems. There is scope for career progression to a senior line management position. Ref. 926. Contact Nigel Hopkins, FCA.

London W2 Deputy Taxation Manager £15k
The highly effective UK finance team of this diverse U.S. multi-national, seeks an individual to take responsibility for all aspects of UK taxation, tax advising/planning and some international involvement. Candidates (27-34) will be qualified with a background in the profession, commerce or Inland Revenue. Ref. 927. Contact John Sheldrake.

CVs to 31 Southampton Row, London WC1 Tel 01-405 0442.



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150

General Appointments

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For further details, contact Muriel Hindmarsh, Durham University Business School, MUH Hill Lane, Durham, DH1 3LR. First interview dates will be held from the 8th - 9th July 1983.

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THE TIMES THURSDAY JUNE 30 1983
HORIZONS

The Times Guide to careers training

Too much room at the top?

When John Harvey-Jones, chairman of Imperial Chemical Industries, complained a few weeks ago that ICI's problem was 'too many talented managers getting in each other's way', it seemed a bizarre excuse for poor performance. Yet he may have a point. ICI, like many top companies, sends some of its brightest managers on to management schools. In talking to graduates from these courses it is evident that while they have gained personal insight from the experience it is doubtful whether their employers necessarily derive much benefit.

Take the case of Gill Norton, who joined the Greater London Council as a graduate management trainee in 1975. After three and a half years of basic experience she was offered the chance of going on an 18-month full-time masters programme at the Administrative Staff College at Henley.

Having never had any formal tuition in business administration, she found the groundwork classes in economics, accounting, statistics and computing very useful. But it was the case-studies, mostly taken from the private sector, which she found intellectually most stimulating especially because of the mix of students on the course.

"There were people from a variety of age groups and levels of seniority,

Management training can benefit individuals rather than industry, Edward A. Fennell finds

with experience in both industry and the public sector. There were also a number of people from abroad. It meant that one got a wide perspective and a tremendous insight into other people's way of looking at problems."

Learning from other people was one of the key benefits of Gill's MBA although there was exceedingly tight competition between course members. "There was a lot of rivalry over essay marks and, although people tried to disguise it, there was a strong desire to come out on top. Those who weren't so bright tended to get maledicted badly", she said.

Individual project work also plays an important part in the Henley programme and Gill spent time looking at the previous government's industrial policy, the problems of organisational change and zero-based budgeting. Meanwhile, running between residential stretches at the college were in-service spells back with the employer, and Gill was able to gain a deeper insight into the GLC by being on attachment to the personnel, finance, and director-general's department.

At first, however, the real benefit of the course for her was to grow in confidence. "I came back with a new attitude. I was much more self-assured and was convinced that I could change the world!"

Fortunately there was quick recognition by the GLC for Gill's abilities. She was switched to another department and gained two promotions. But notwithstanding her success and her satisfaction with the course she is hard-pressed to identify and real advantages for the GLC. "I'd been to Henley. I feel that I was a competent person before I went on the course so it is not clear in what way I'm actually more competent now".

Gill Norton's views may be shared by her bosses. Although the GLC continue to use Henley, they have stopped using the highly expensive MBA course for their graduate-trainees. Instead money goes on much shorter in-service training which is more cost-effective.

The challenge of the MBA remains, however, for employers. Can they grow to accommodate the new skills and enthusiasm of their returning trainees? As John Harvey-Jones has said: "Having too many bright people is almost worse than having too few". Maybe it is a lesson that British industry needs to ponder.

Edward A. Fennell

Getting a job without applying

Godfrey Gelzen advises a two-step approach to prospective employers

When jobs were easier to get, one way of polishing your interview technique was simply to put in job applications. If your qualifications looked about right you were likely to be called for an interview. Today, every attractive job will draw at least 70-80 applicants, of whom no more than half a dozen will go on the short list. So how do you practise your techniques and prepare to field awkward questions before you finally obtain an interview?

A method that has been developed with great success by career counsellors is the "referral" or "contact" interview. Most job-seekers, they say, use their contacts in quite the wrong way. They either ask them to let them know if anything suitable turns up - an un-urgent appeal that will produce a response to match - or they approach them straight out for a job. Very few people in present conditions, have a job in their gift and that kind of request will cause even the most influential contact to back off in embarrassment.

The right way to use your contacts is to ask for *information* about jobs which are related to your qualifications, experience and objectives. You ask for a meeting - never for an actual job. The object of such a meeting is to talk about the opportunities and problems of the areas in which you are interested. Eventually the aim is to focus on particular industries, particular firms,

and even particular individuals within those firms who have the power to make hiring decisions.

Finally you ask for introductions to further contacts - your contacts' contacts.

Once it becomes clear that what you are looking for is nothing more concrete than job leads and advice, you will find some surprisingly senior doors begin to open - even the doors of those who only know you at second-hand. In this way you can assemble an impressive network of introductions and sources of intelligence about the job market.

A further value of such meetings is that almost inevitably the kind of questions will crop up that will feature in actual job interviews. Before passing your name on to someone else, the primary contact will want to know more about you. Why did you take this or that step in your career? What exactly were your responsibilities in the job you say you enjoyed doing? Why do you want to make a move now? It is on your answers to such questions that you are judged when you get on to a short list.

Though the cardinal rule of referral interviews is that you must never ask

for a job, career counsellors maintain that they do often produce job offers. One reason is that it is in the nature of the referral process that eventually you are put in touch with firms with problems: your contact thinks you have something to offer.

By that time you may have had 10 or 15 referral interviews and you will not only be a thoroughly experienced interview subject, but will also have begun to form a very good picture of your area of search.

Indeed, a combination of meetings and background reading may well have taken you to the post where you can specify the exact job that needs doing. The trick, of course, is to lead the conversation along in such a way that the suggestion seems to come from the interviewer, not from you. In that case you have defined the job for which you are the only applicant.

Such a situation can produce a job offer there and then - and it may seem paradoxical that career counsellors advise against on-the-spot acceptance. This is not a case of playing hard to get. The chances are that the person offering the job in these circumstances has not really thought everything through. Ask for a couple of days to consider the matter and give the prospective employer a chance to do so too. It will confirm the fact that you are a chosen, not a beggar, and the eventual value of the job on offer will reflect this.

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MEMORIAL SERVICES

BIRTHS, MARRIAGES, DEATHS and IN MEMORIAM £2.50 a line (minimum 3 lines). Announcements authenticated by the name and permanent address of the sender. Please send to: THE TIMES, 200 Gray's Inn Road, London WC1X 8EE.

or telephone subscribers only: 01-837 3331 or 01-837 3333. Announcements can be received by telephone between 9.00am and 5.00pm, Monday to Friday, on demand, from 10.00am to 12.00noon. For publication the following day, phone by 10.00am. **FORTHCOMING MARRIAGES, WEDDINGS, etc.** on Court and Social Page, £5 a line. Court and Social Page announcements can not be accepted by telephone.

JESUS said: Herein is my Father and I one. He that sees me sees him. So if ye see me, ye see him. If ye see him, ye see me. I will that ye should be my disciples. — St John 14:9.

BIRTHS

AKERHEAD. — On June 26th, to Elizabeth and Robert, at Finsbury hospital — a son (Edward Frederick). Also to Robert and Elizabeth Akerhead — a son James Edward Andrew.

BURGESS. — On June 26th, at Epsom General Hospital, to Shandy and Salman — a daughter Sheema (Sarah) and a son Zabid.

HOARE. — On June 26th, to Rosalind and Michael — a son Alexander Matthew Broder.

JOHNSON. — On June 26th, to Bryan and Patricia — a son Andrew.

KIRKHAM. — On June 26th, to Peter and Margaret — a son Edward.

MICHAELSON. — On June 26th, to Forrest and Sue — a daughter Elizabeth and a son, Tom and George.

NEVILLE. — On June 26th, at the Albert Hall, London — to Amanda from Wharton and Patrick — a daughter Sophie.

PENMAN. — On June 21, 1983 at Hong Kong, to Peter and Linda — a son Henry William.

On Tuesday, June 21, in Toronto, Canada, to Margaret Anne, David Jonathan, a brother for Nuala.

SMALLEY. — On 26th June, to Susan and Michael — a son, Christopher (Peter) (Evans) Mary Michelle, a sister for Julian.

MARRIAGES

DRURY. — SWAIN — On June 26th, to S. M. McNamee, East Croydon, Surrey, and Mrs P. K. Drury, of Cobham, Surrey — a son, Michael, and a daughter, daughter of the late Mr. W. M. G. Smith and Mrs. SWAIN of East Coker.

HOLMES. — APPLEYER. — On June 26th, to Alan Holmes, 100 St. George's Road, North Dulwich, London, Nicolai Holmes and Mrs Edward Holmes, to Richard, elder son of Mr and Mrs. Donovan Austerly, of Westbury, North Devon.

DEATHS

BARCHARD. — Suddenly on June 28, Christopher Herbert Bryan, of Wetherby, Yorks, died. He was the husband of Diana and father of Christopher, 16, and Christopher, 14. Funeral service at St. Matthews Church, Wetherby, on Friday, July 1st, at 2.30pm. Interment at St. Matthews Cemetery, Wetherby.

BRUNN. — On June 27, peacefully at Princeton, James (Tommy) wife of Michael, beloved and mother of Christopher, 15, and Christopher, 14. Funeral private followed by service at St. Christopher's Church, Wetherby.

BENNETT. — On June 27, peacefully at Princeton, Jane (Tommy) wife of Michael, beloved and mother of Christopher, 15, and Christopher, 14. Funeral private followed by service at St. Christopher's Church, Wetherby.

BERRY. — On 28th June, dear John, peacefullly at home. Funeral service at St. John's Church, Chelmsford, Essex, and interment at St. John's Cemetery, West Street Cemetery, Waltham on the Green, Essex. Flowers may be sent to Elsie's home, 100 St. Georges Road, Chelmsford, or a donation if preferred to St. Christopher's Hospice, Sydenham.

BUNDIE. — THE EARL OF. — On June 29, peacefully at his home. Private funeral service to be announced later.

GANDELL. — On June 27 1983 and Lothian Campbell aged 67 formerly of 14 Grosvenor Gardens, London SW1, Funeral service at East Finchley Park Crematorium, Nine Mile Ride, London, NW3, on Friday, July 1st, at 1.30pm. Family only.

GIBSON. — Baby born on June 1983 to Mrs. R. Gibson and mother of Margaret, 15 months, and Christopher, 14 months. Funeral private followed by service at Chelmsford Crematorium, Sutton on July 1st, at 1.30pm. Interment at Chelmsford Cemetery, Hedingham, Essex.

HAROLD. — On June 28, peacefully at the 73rd home, peacefully.

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Railmen accuse 'bandit' Parker

By David Feilden
Labour Correspondent
Demonstrations by delegates at the National Union of Railways' conference in Bridlington halted an address yesterday by Sir Peter Parker, chairman of British Rail, who was making his last public speech before retirement in September.

Sir Peter tried five times to start the speech but was stopped by chanting from a group of left wing delegates. Order was restored after Mr Tom Ham, the union president, threatened to have the men ejected.

Sir Peter was again interrupted within minutes of starting when he said he wanted to send his good wishes to Mr Sidney Weighell, the disgraced former general secretary, who resigned last year after he refused to cast the union's Labour Party block vote for a left winger.

Sir Peter was told by Mr Patrick O'Day, secretary of the conference standing orders committee, that "no reference to Sid Weighell will be made at this conference." Another delegate shouted: "He is another bandit like you."

The British Rail chairman was greeted with 15 minutes of cat calls, jeers and slow handclapping. The demonstrators kept up a continual chant of "Serpel!", in a reference to the report which they believe could lead to the dismantling of the railway network.

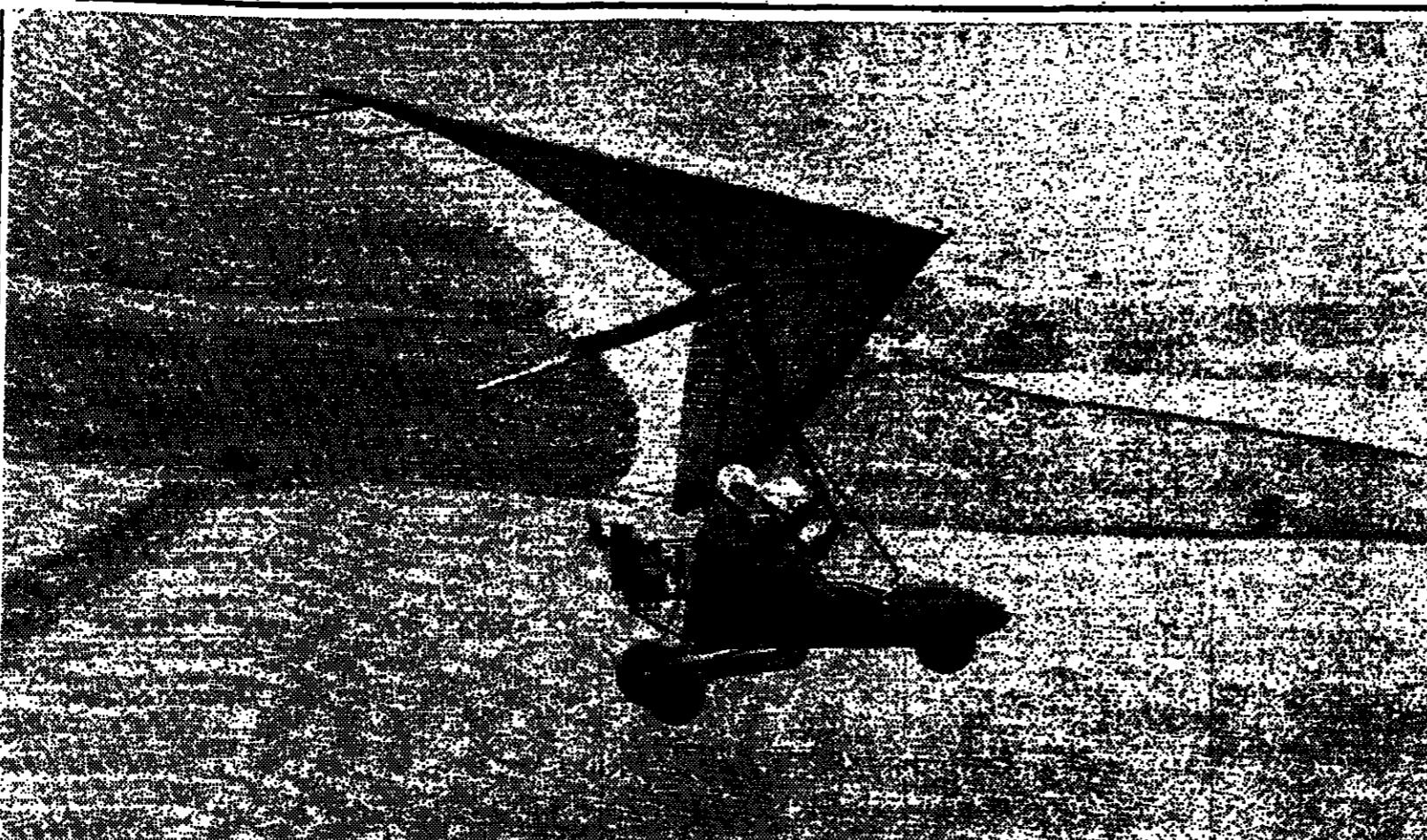
Mr James Knapp, the general secretary, appealed to the conference to behave with its traditional "discipline and dignity" but the strength of feeling evident against Sir Peter is a reflection of the changes taking place in the NUR with its move to the left.

Sir Peter said afterwards that his reception had been planned by "a few people lying in ambush".

In his speech, Sir Peter announced that British Rail was to spend £42m in signalling and track projects over the next two to four years and is also to invest £11m in building 60 Inter City passenger coaches.

To survive, the modern railway must develop an inherent capacity for high labour productivity", he said.

The conference voted 55-22 to take industrial action if necessary to oppose some of the radical closure proposals from the Serpel report if there is an attempt to implement them.



They fly through the air with the greatest of ease... on the Gemini, one of two micro-light aircraft the Army will be experimenting with from today to see if they have military uses. Photograph: Barry Wilkinson.

Reagan refuses to rule out US troops for Central America

From Nicholas Ashford, Washington

President Reagan, in one of his toughest statements yet on Central America, has declined to rule out the possibility of sending American combat troops to the region.

Asked at a White House press conference on Tuesday night whether the interests of United States national security might eventually require the dispatch of American forces to the region, he replied: "A President never says never." However, he hastily added that he does not plan to send troops to Central America and that the nations in the region had not asked for them.

Vigorously defending American policy the President made strong denunciations of the Soviet Union, Cuba and Nicaragua and also sharply criticised Congress for its reluctance to approve his military and economic aid requests for El Salvador.

Cuba had 1,500 military trainers in Nicaragua while the United States had only 55 in El Salvador, he said. Yet all everyone seems to think "sin is our sin". Denouncing those in Congress who want to reduce

American aid to a pittance, he added: "In my opinion what they are doing is choosing between instant death and letting those countries bleed to death. And they want to be able to blame someone else because they passed a nickel and not a dollar."

The President revised the Administration's economic growth forecast sharply up from 4.7 per cent to 5.5 per cent annually. "America's economy is beginning to sparkle," he declared. Officials predicted that this growth would bring unemployment back into single figures by the end of this year.

Most of the questioning dealt with the issue that is presently dominating political conservatism in Washington at present - how the Reagan campaign staff had managed to obtain a copy of President Carter's briefing book prior to the Reagan-Carter televised debate in October 1980 and the ethics of making use of the purloined material.

Such was the interest in this issue that for once there were no questions at all about the Middle East, despite the volatile

climate of the situation there at present. The President, attempting to make light of the briefing book episode, successfully deflected most of the questions by pointing out that he had asked the Justice Department to look into the matter.

The only foreign issue mentioned briefly was Poland. The President said he would consider lifting some of the economic sanctions which his Administration imposed on Poland following the December 1981 declaration of martial law if the Polish Government permitted the establishment of free trade unions free from Government control.

● SAN SALVADOR: - Salvadorean guerrillas have claimed responsibility for the assassination of a right-wing politician on Tuesday, calling it a strike for "popular justice" (Reuters reports).

● PANAMA CITY: - National guardsmen fired tear gas and rubber bullets at workers and students in two Panamanian cities to break up demonstrations prompted by 48-hour general strike (Reuters reports).

Extremists 'trying to destroy public order'

Confined from page 1 to further some doctrinaire political stance".

The commissioner's comments brought a statement from Mr Roy Hattersley, the Shadow Home Secretary, in which he said: "I regret this political statement made by the commissioner. I share his concern at the divides growing up between the police and people, but the way

to reunite the Metropolitan Police and the people they serve is to alter their procedures and behaviour rather than make wild political comments which can only increase the level of tension".

Mr Hattersley said he shared

Sir Kenneth's condemnation of unjustified attacks on the police, but London needed democratically elected control over its force.

Mr Paul Boateng, chairman of the Greater London Council's police committee, said:

"The campaign for police accountability is not about knocking the police but ensuring that Londoners have a say in obtaining the effective policing they deserve and pay for".

He pointed out it was the jury at the second inquest on Mr

Roach which called on the Home Secretary to examine why police had treated the man's family after his death.

A spokesman for the Roach Family Support Committee described Sir Kenneth's comments as "nonsense". Our campaign is a one issue campaign. We are not in the business of exploiting families.

Sir Kenneth's warning of extremist activity comes at a time when his report shows a very stretched Metropolitan force, despite increases in manpower. Crime reported to the police has almost doubled in the past decade, yet resources had not kept pace with the increased workload.

Nonetheless in the first quarter of this year there has been a drop in street robbery, compared with the year before while Flying Squad and robbery squad officers arrested 185 people for armed robberies.

Sir Kenneth said that the first of the neighbourhood watch committees, based on an American idea, are to be introduced in September. Four hundred extra officers have been returned to beat patrols so far this year.

Leading article, page 13

Frank Johnson in the Commons

Night of the long perorations

Yesterday was the last day of his first Queen's Speech debate of a new Parliament.

As afternoon gave way to evening, statesmen older and younger spoke one after another - hovering at various altitudes on the benches like jumbos stacked over Heathrow. Mr Nigel Lawson, the new Chancellor; Dr David Owen, the new leader of the SDP; Mr Francis Pym, both the old and new leader of the Tory Wets; it became the night of the long perorations.

somewhat to lead back to prosperity. It was a myth as a dream - reality, terror and inequality of the past, split will be broken at change in political forces will come with startling suddenness, as with Mr Michael and Sir Harold Wilson after their great victories of '64 and '66... Labour's task and sanity... hope."

As a piece of oratory tremendous! It demonstrated once again that Mr Shore intelligent, formidable, capable of opposition from standpoint of patriotic Little wonder that he has chance of winning the leadership of his party.

Next, Mr Lawson. He stood something called "medium-term financial strategy", one of those angular round-aouding econo terms none the less capable arousing the most destructive passions. "I was there at co-operation, present at birth. I shall be there at its

"A Labour sproerous" the rest of this somewhat gynaecological metaphor that it was adopted. Fortunately, Mr Lawson managed to make himself heard by time of his own not inauspicious finale - a call for House "to reject the Opposition's defeatist, clapping, decisively as the people rejected the same clapping June 9". So different from predecessor, Sir Geoff Howe.

Breaking with precedent, Owen's peroration came at start of his speech. He magnificently against Labour Party, and warned Thatcher that she had support of only 31 per cent the electorate. Then he spoke about a vast number subjects, including the issues for home help. Eventually, he wandered into detailed discussion of missile named after capital letter apparently chosen at random in alphabet soup. He better on home helps. House started fidgeting before he sat down.

Mr Pym's peroration came through out his speech. Ragingly, he made clear his at being sacked. Then he in a speech, ranging from unemployment to the need dialogue with the So Union, so wet it could been hosed.

Today's events

Royal engagements

The Queen reviews the Royal Scots (the Royal Regiment) to mark their 350th anniversary in Holyrood Park, Edinburgh, 10.45; lunches with the Regiment, North British Hotel, Edinburgh, 1; and visits the High Constabulary at Abbey Court, Edinburgh, 6.30.

Princess Anne opens the Old Course Gold Country Club, St Andrews, Fife, 3.30.

Princess Margaret visits the Hairdressers' Aske's Boys' School

at Elstree and opens the new preparatory department, 11.30.

The Duke of Gloucester attends the annual Master's dinner of the Worshipful Company of Builders at the Guildhall, London, 7.

The Duchess of Gloucester attends the All England Lawn Tennis Championships at Wimbledon, 12.30.

Prince Michael of Kent, as President, attends the Society of Genealogists' annual general meeting at the Royal Overseas League, 6.

Princess Michael attends the David Bowie Gala Concert, Hammersmith Odeon, for the benefit of

Brixton Neighbourhood Community Association, 8.20.

Princess Alexandra names the first of a new class of Royal Navy patrol craft, at the Hall Russell Shipyard in Aberdeen, 12; attends a concert by the Massed Bands and Bugles of the Light Infantry and the Royal Green Jackets, Royal Albert Hall, 7.30.

Exhibitions in progress

From Quill Pen to Microchip - The Glasgow Herald, 1783 to 1983 People's Palace Museum, Glasgow Green, Glasgow; Mon to Sat 10 to 5, Sun 2 to 5 (until Dec).

Last chance to see

Small is Beautiful: Small crafted objects, jewelry, ceramics and metalware, Randolph Gallery, Ashmolean Museum, Oxford; 10 to 4 (ends today).

Music

Organ recital by Marcus Sealy, Bath Abbey, 7.30.

Organ recital by Roya Massie, Hereford Cathedral, 7.30.

College of Music prizewinners' recital, Banquet Hall, Leeds Civic Hall, 7.30.

Cellist recital by Ralph Kirshbaum with Roger Vignoles (piano), Sutton Place, Heritage Trust, Sutton Place, near Guildford, Surrey, 7.30.

A Schubertiad with the St Martin's Singers, Cusworth Hall, Cusworth Lane, Doncaster, 7.45.

Music of Vienna by City of Birmingham Symphony Orchestra, Town Hall, Birmingham, 7.30.

Record by Tuki Kohni (cello) and Iwan Llewellyn Jones (piano), St Mary's Centre, Aylesbury, 1.10.

Mananan Festival: Young Music Makers of Buchanan School, Errol Arts Centre, Isle of Man, 11.

General

Royal Norfolk Show, The Showground, New Costessey, Norwich, 8.

Idiot House: Exhibition, Brighton Centre, 11 to 9 today, tomorrow and Sunday.

North of Ireland 1983 Games and County Fair, Clarence Pier, Bangor, 12 to 7 today, 10.30 to 9.30 tomorrow, 9.30 to 6.30 Saturday.

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